

SPOTLIGHT

APRIL 2022



Globe Life
**ACHIEVEMENT
AWARDS**

SPOTLIGHT

ARC.AllLife.com/Spotlight.aspx
A monthly publication spotlighting top producers of American Income Life and National Income Life

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A DIFFERENT SIDE OF LEADERSHIP



Steve Greer
Chief Executive Officer
American Income Life &
National Income Life Divisions

*I must follow the people.
Am I not their leader?*
—Benjamin Disraeli

WE'VE all heard about what makes a good leader from the many high-profile motivational gurus – John Maxwell, Tony Robbins, Brian Tracy, James Clear – as well as entrepreneurs, athletes, coaches, and others. It's about leaders setting an example while training and encouraging people to follow them to success. Depending on the size of the company, leadership serves another important role: as representatives and advocates for those they lead to the levels of management above them. If you're an SA/GA, you are responsible for training, encouraging, and helping your agents and you are also responsible for representing their best interests to the MGA/RGA, who report to the SGA. Your SGA

reports to AIL-NILICO's Home Office management team. We report to Globe Life CEOs, Larry Hutchison and Gary Coleman. They report to the Board of Directors, who report to our shareholders. Regular communication ensures accountability at every level.

If you're not a State General Agent, you may wonder what the Spring and Fall SGA and Executive Council meetings have to do with you. The answer is *everything*.

SGA meetings are full days of data analysis as well as peer learning from SGAs excelling in the areas of recruiting, training, and leadership development. We talk about how to help our agents make more money faster. We explore different methods of training. We discuss how to have an amazing culture with people who want to grow and succeed. We talk about methods to develop dynamic, effective leaders. SGAs who have had particularly successful years share their knowledge. We don't want a few select SGA offices to have super success; we want everyone to have it, and no one holds back when it comes to sharing how they do it. If your office has ever been visited by another SGA, you know how knowledgeable they are and how they can set an entire office on fire!

I will say that the highlight of any SGA meeting has got to be the introduction and initiation of new SGAs with karaoke or a dance-off. Some people's talents might surprise you!

Executive Council meetings are much smaller, of course, attended only by the Council members, AIL-NILICO Home Office management, and top Globe Life management. The group's small size makes for a more informal atmosphere but the subjects up for discussion are anything but small. This group of successful SGAs serves as a "think tank," and often the subjects discussed are on a high level such as companywide systems and processes. Trust me when I tell you that your Council works hard behind the scenes on your behalf.

So, if your SGA returns from a meeting with a sunburn, don't automatically assume he or she has been goofing off while you've been grinding. These meetings are where we brainstorm how to tighten our processes, hone our systems, and help all of us do our jobs better.

I can honestly say I learn from every meeting we have. If it weren't for a panel discussion about optimizing social media at the Spring SGA meeting, I would never have learned the meaning of the word cheugy. I'll have to ask my kids if I'm cool now. 😊

SGA Career Track

New Markets Opening & Expanding!
There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.



Required Retention Rate

Effective Jan. 1, 2022, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

Retention: 74.0%
Net to Gross: 80%

Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Tuesday 5/24 before 2:00 p.m. CST**. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Thursday 5/26**. eApp business excluded from the 7 day hold should be uploaded by **Tuesday 5/31 before 4:30 p.m. CST** to count for **May** production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

\$16,203,792 in total **BONUSES** were paid out this month by **AIL and NILICO**. For more information on the monthly bonuses, turn to **Pages 50-60**.

\$8,490,629 in total March **RENEWALS** were paid out in April to **6,067** total agents.

SPOTLIGHT DIGITAL is now on the web!
Spotlight.AILAgents.com
Username: **AIL** | Password: **allin2022!**
See your SGA or manager if you need assistance.

*** Look for the asterisk!** The asterisks, shown throughout the magazine indicate that place will be a year-to-date award winner. The Producers who will be recognized at the 2023 Awards Presentation are: the top SGA per category from Categories I-XII based on Net ALP Growth (minimum 15%) and Cat XIII based on % of Net ALP Objective (minimum 100%), the top MGA/RGA from each category based on Growth (minimum 10%), the top five GAs, the top five SAs, the top ten Rookie Individual Producers, the top ten Veteran Individual Producers, the top PR Representative from each category and the top PR Manager from each category. View the 2023 Convention Qualifications online at ARC.AllLife.com or ARC.NILife.com. **Check your production!** If there is an asterisk by your position, you could be on your way to stay at **The Grand at Moon Palace in Cancun, Mexico**. The convention will be held **May 3-6, 2023**.



ANNIVERSARIES

38 YEARS OF SERVICE

Vivian Dwyer, PR
32 YEARS OF SERVICE
 Paramjit Sangha, AGT
27 YEARS OF SERVICE
 Darrell Dorey, PR
 Maria Esposito, AGT
24 YEARS OF SERVICE
 Cisco Perez, SGA
22 YEARS OF SERVICE
 Becky Cutler, PR
21 YEARS OF SERVICE
 Mary-Delores Ayarzagaitia, GA
 Theodore Pappas, SGA
 Douglas Zigby, AGT
19 YEARS OF SERVICE
 Horace Johnson, AGT
17 YEARS OF SERVICE
 Shiwa Echghi-Ghamsari, SA
 Diana McNair, AGT
 Troy Plummer, GA
16 YEARS OF SERVICE
 Beth Farm, PR
 Steve Orcherton, PR
 Jennifer Wehrle, AGT
15 YEARS OF SERVICE
 Jeremy Engrav, AGT
 Benton Tong, AGT
14 YEARS OF SERVICE
 Raymond Angeles, AGT
 Daniel Hanson, AGT
 Bernardo Lopez, AGT

Fritznel Octave, AGT
 Adelfa Parinas, MGA
 Daniel Umbertone, RGA
13 YEARS OF SERVICE
 Matthew Ficarra, GA
12 YEARS OF SERVICE
 Souley Bah, SGA
 Lauren Vassallo, RGA
11 YEARS OF SERVICE
 Sokol Fazliu, RGA
 James Franklin, GA
 David Watkins, AGT
 Ryan Wilson, RGA
10 YEARS OF SERVICE
 Britton Costa, RGA
 Aaron Friedlander, RGA
 Tyler McKnight, GA
 Chas Robinson, PR
 Joseph Sarasin, GA
9 YEARS OF SERVICE
 Donald Gregoire, AGT
 Francis Ingulli, MGA
 Jennifer Jantzen, GA
 Mike Paragiou, RGA
8 YEARS OF SERVICE
 Muzit Berhe, MGA
 Dana Black, RGA
 Rubin Chaimov, SA
 Karen Fleming, AGT
 Bradley Fordyce, MGA
 Cathleen Hairston, AGT
 Dustin Holtz, GA

Joseph Kanaan, GA
7 YEARS OF SERVICE
 Alain Abaya, SA
 Mark Auvil, RGA
 Paolo D'Andrea, AGT
 Sean Gillespie, GA
 Robin Gonzalez, MGA
 Cole Hatfield, MGA
 Logan Klink, SA
6 YEARS OF SERVICE
 Ikram Al-Shobaki, MGA
 Steven Barton, RGA
 Mac Duddy, RGA
 Jeffrey Espinal, RGA
 Jonathan Giaco, MGA
 Tara Haughney, AGT
 Kenan Hyseni, MGA
 Darius Rowan, RGA
 Eric Salado, SA
 Ryan Vance, GA
 Joseph Wilson, GA
5 YEARS OF SERVICE
 Joel Acosta, AGT
 Navjot Bamra, AGT
 Joseph Bell, MGA
 Genna DeMetsenaere, RGA
 Abraham El Refaei, GA
 Erin Gonzalez, MGA
 Asante Jackson, GA
 Claudia Jacquet, AGT
 Joshua Jahnish-Maltese, GA
 Davelle Lee, AGT

Edward Leon, MGA
 James Marks, RGA
 Randa Mustafa, AGT
 Dustin Oetzman, MGA
 Rachel Seddon, AGT
 Matthew Sutton, MGA
4 YEARS OF SERVICE
 Chris Anderson, AGT
 Lily Carpenter, AGT
 Fernando Chairez, AGT
 Ashley Clarke, RGA
 Jerome Davis, AGT
 Ernesto Delgadillo, AGT
 Jesse Fullmer, RGA
 Cody Gardner, RGA
 Nicole Herrin, MGA
 William Johnson, AGT
 Regina Koonce, GA
 Conor Markins, RGA
 Derrick Mason, RGA
 Gina Mateer, SA
 Cameron Ontko, AGT
 Carl Schlacht, SA
 Joseph A Smith, AGT
 David Stuart, GA
 Rosa Teixeira, MGA
 Kellie Tucker, MGA
 Jeff Wentworth, RGA
3 YEARS OF SERVICE
 Al-Shakise Anderson, SA
 Priscilla Blanco, MGA
 Stephen Bowen, MGA

Serge Brouillette, RGA
 Nicole Castillo, GA
 Astrid Castrillon, RGA
 Serge Myrdel Charles, SA
 Jose Corredor, AGT
 Sophia Cowie, GA
 Mason Duty, SA
 Oyindamola Falegan, MGA
 Darion Fleming, SA
 Marc Futterweit, GA
 Kingsley Hansen, MGA
 Samuel Holden, AGT
 Hannah Hoon, AGT
 Brandon Hughes, RGA
 Robert Hughes, SGA
 Storm Hutskal, MGA
 Woodrow Kincaid, GA
 Phillip Kogel, AGT
 Jissel Leal, MGA
 Michael Mamalakis, GA
 Bernice Manor, SA
 Chris McElmoyl, AGT
 Zachery McHattie, MGA
 Meaghan Montoya, GA
 Katherine Nummy, GA
 Dylan Ostrowski, AGT
 Sean Petrasek, AGT
 Sarah Reay, MGA
 Sarah Saleim, SA
 Siddhant Satoskar, GA
 Saige Starkoff, GA
 Lu Zhang, SA

2 YEARS OF SERVICE
 Matthew Agnetti, MGA
 Jordan Ballard, SA
 William Bollash, SA
 Jayvon Braxton, SA
 Jorge Caridad, MGA
 Mason Contreras, MGA
 Erin Denman, AGT
 Joshua Elkins, GA
 Shanna Eller, GA
 Tamar Epton, MGA
 Ricky Gandhi, SA
 Alexandria Greer, GA
 Eric Hansen, SA
 Jalen Holmes, GA
 Dorothy Ibe, SA
 Amir Iranidoosthaghghi, SA
 Alexandra Jaeger, MGA
 Alexa Javier Ciriaco, GA
 Nikolinka Kamburova, SA
 Salaur Khorrani, GA
 Mariadel Kostuch, AGT
 Aaron Luczak, GA
 Alexander Marogi, AGT
 Tracy Mason, SA
 Ezra Miller, SA
 Lyn Nagel, AGT
 Seth-Thomas Ordeneaux, AGT
 Marilin Peralta, SA
 Miranda Pettitt, SA
 Jamaal Pickens, AGT
 Jonathan Pollock, SA

Ladan Rahbary, SA
 Douglas Read, AGT
 Lamar Russell, SA
 Nick Scordos, MGA
 Melissa Sidoti, MGA
 Margo Smith, SA
 Tyler Teague, GA
 Sirdaniel Turner, MGA
 Toni Williams, GA
 Hanul Yum, SA
1 YEAR OF SERVICE
 Kaitlin Abdulqadir, SA
 Lea Adams, SA
 Karen Albrecht, AGT
 Adam Anderson, GA
 Dona Annable, AGT
 Angela Aquino, AGT
 PierAngela Archibald, AGT
 Sandra Armendariz, GA
 Tiffany Arntzen, SA
 Mohamed Ashikali, SA
 Kiley Aviles, SA
 Enoch Baiden-Nimene, GA
 Timipre Barigha, SA
 Thomas Barkley, AGT
 Melissa Barrett, AGT
 Steven Bauer, SA
 Aleksandra Bebenek, AGT
 Tristan Beck, GA
 Derek Bennett, AGT
 Sara Bernau, SA
 Traci Biondi, AGT

Lori Bracco, AGT
 Anneli Brandt, SA
 Christopher Braun, SA
 Eric Brisbon, SA
 Brooklyn Brooks, SA
 Michael Bruno, SA
 Ian Burrows, SA
 Karisa Burt, AGT
 Brandon Burton, AGT
 Kristopher Cain, AGT
 Angela Canfield, SA
 Stacy Carlton, SA
 Maria Castillo Villegas, SA
 Leoneysa Ceballos, AGT
 Matthew Christy, AGT
 Allison Clark, SA
 Alejandro Cortez, AGT
 Allisa Louis Crisostomo, AGT
 Carter Crites, SA
 Colleen Dadante, AGT
 Dianne DaLee, AGT
 Dane Demarco, AGT
 Talile Desalegn, SA
 Cameron Deuel, SA
 Justin Diaz Mejia, AGT
 John Dittrich, AGT
 Victoria Divinsky, SA
 Courtney Dunlap, SA
 Andrew Dupont, SA
 Johnathon Egan, MGA
 Ashley Ferreira, AGT
 Sara Flanagan, SA

Clayton Friday, SA
 Lynae Friesenhahn, SA
 Lucinda Garcia, SA
 Brandon Gates, AGT
 Stormy Gentz, AGT
 Lori Gilchrist, AGT
 Nicholas Gomez, SA
 Tyra Grant, AGT
 Mark Gray, SA
 Jazmine Green, AGT
 Matthew Greff, AGT
 Ryan Gregoli, PR
 Gregory Grissom, SA
 Katerin Guayapero Nunez, AGT
 Anna Guido Rohrer, PR
 Brandi Hambleton, GA
 Jeff Hardesty, AGT
 Bradley Harrell, SA
 James Henderson, AGT
 Sean Henry, GA
 Cameron Henson, SA
 John Hilson, SA
 Zachary Hogya, SA
 Vienna Howat, SA
 Bendu Jackson, GA
 Lejla Jacobsen, SA
 Carvin Jefferson, AGT
 Sanders Johnson, AGT
 Danielle A Jones, AGT
 Cheryl Jubrey, AGT
 Michael Jury, GA
 Rachel Kinnear, AGT

Stacy Korte, AGT
 Hrithik Lakhnopal, SA
 Lissa Landmark, AGT
 Alexandra Lapensee, SA
 Andrea Laurent, SA
 Devin Lewis, SA
 Gina Lopez, SA
 Debani Lucas, AGT
 Mariah Luquin Botello, MGA
 Miguel Macias, SA
 Karim Mahmoud, AGT
 Patricia Marickovich, GA
 Sonya Martin, GA
 Ornela Martinaj, SA
 Jose Matos, GA
 Amy Matthiesen, SA
 Lara Maurer, AGT
 Stacy McCallum, GA
 Karli McCleery, SA
 Michael Miceli, SA
 Daniel Montes, SA
 Deborah Murdock, AGT
 Diana Navarro, SA
 Joseph Nelson, MGA
 Elhan Nevzadi, SA
 Steven T Nguyen, AGT
 Seth Nieves, AGT
 Charles Novak, SA
 Chidinma Nwaogwugwu, AGT
 Tyler O'Toole, GA
 Natalie Parkinson Dupley, SA
 Jandy Perez, SA

Angie Perez Aristigueta, SA
 Matthew Perraton, MGA
 Keshawn Pierce, SA
 Sean Piha, SA
 Juitala Piován Antequera, AGT
 Diamond Price, SA
 Vincent Puccio, AGT
 Mattie Ramsey, AGT
 Ariel Rangel Castro, SA
 Corinne Read, AGT
 Jorge Reyes, SA
 Skyy Rivas, AGT
 Mayaribe Rivas Delsi, SA
 Rolando Robledo, SA
 Nichole Roderick, AGT
 Jaime Rodriguez, AGT
 Tamara Rogers, AGT
 Jovanny Rojas Rojas, AGT
 John Roque, SA
 Christopher J Ross, SA
 Sherry Saltzman-Mertz, AGT
 Milton Sanders, SA
 Sarah-Marie Sandford, SA
 Zeenat Sanni-Balogun, AGT
 Steven Scheele, AGT
 Deja Schwarz, AGT
 Alyssa Shamsi, MGA
 Nicole Siecinski, SA
 Kaylee Smith, GA
 Stephen Smith, SA
 Kelvin Spears, AGT
 Delena Spencer, SA

Heather Spencer, SA
 Zachary Staffieri, MGA
 Ashley Stenger, AGT
 Ahmed Tawfeeq, AGT
 Mary Teah, SA
 Charles Tier, SA
 Erald Tomorri, SA
 Steve Torres, SA
 Joi Trenal, SA
 Melissa Wainohu, AGT
 Bria Walker, SA
 Gabriella Weisbom, AGT
 Indira West LaTouche, AGT
 Javier White, AGT
 Breyon Williams, GA
 Ladara Willis, AGT
 Jessica Winekoff, SA
 Kayona Witter, SA
 Brandi Woodard, AGT
 Rhett Worley, SA
 Carson Yakish, SA
 Trinity Young, AGT

PROMOTIONS

STATE GENERAL AGENT

Pedro Lemos
REGIONAL GENERAL AGENT
 Athea Buchanan
 Tanner Duy
 Yael Enriquez
 Jillian Heaney
MASTER GENERAL AGENT
 Sara Cressman
 Caren Deanda
 Charles Gangloff
 Chakeena Gibbons
 Cedar Hansen
 Avery Hearn
 Brent Henderson
 Austin Macias

Devin Moore
 Mason Murray-McDonough
 Deborah Noga
 James Romero
 Amin Sharifkhani
 Joanna Shipkowski
 Cynthia Sittig
 Paige Zuzick
70% GENERAL AGENT
 Omar Al Choufi Cumarin
 William Bertram
 Amy Durr
 Bezawit Girma
 Haley King
 Jose Marin Quintero
 Yann Nsoga

Arimar Ramirez Pernia
 Damon Stroup
 Ruben Terrero
67.5% GENERAL AGENT
 Raphael Alves
 Sydney Anderson
 Pedro Bolivar Pena
 Morgan Creelman
 Alyjah Cruz
 Marshall Fernandez
 Katie Gernigin
 Michael Geyer
 Juslivel Gonzalez Rodriguez
 Leticia Irving
 DeAngelo Jackson
 Franklin Johnson

Alyssa Kingsley
 Ryan Marquis
 Brandon Mogel
 Daryuztka Rodriguez Balza
 James C Romero
 James Stangland
 Saige Starkoff
 Ryan Stuart
 Michael Stuver
57.5% GENERAL AGENT
 Ryan Martin
65% SUPERVISING AGENT
 Beverly Bishop
 Alexander Black
 Miriam Contreras
 Alejandra Dubon

Omaira Garces Ramonez
 Kathleen Gross
 Wilmer Guillen
 Roya Hand
 Julie Head
 Joshua Hill
 Aaron Johnson
 Fatima Mashriqi
 Dillen McCann
 Victor Medina
 Jeffrey Negron
 Hailey Parsons
 Adrian Perez Gonzalez
 Corey Pippin
 Yuri Ramirez Torres
 Courtney Weseman

Caitlin Zarnowicz
62.5% SUPERVISING AGENT
 Jessica Agustin
 Amanda Allen
 Rommel Armada
 Kyle Baggett
 Matthew Bailey
 Shanaya Barnhart
 Amy Bay
 Jayson Bern
 Quinn Boucaud
 Christopher Braun
 Taylor Brown
 Kyle Cooley
 William Curl
 Calvin Dickherber

Alex Egle
 Garry Ellis
 Latricia Forbes
 Scott Franklin
 Jacob Freeman
 Yadira Frias
 Clayton Friday
 Michelle Garcia
 Brendan Gilbert
 Justin Gomez
 Tristan Hayes
 Judith Hernandez
 Lilianna Hernandez
 Malcolm Howard
 Edgar Janica
 Mary Jobe

Katrina Kent
 Andrew Kim
 Pierce Krieger
 Eileen Kusnirak
 Cameron Labrie
 Jeffrey Lacerte
 Maria Lagios
 Lawanna Lambert
 Nataly Lange
 Cassandra Lober
 Bethanie Loffredo
 Francisco Lopez
 Elisabeth Lucas
 Zachary Magliaro
 Amy Mathieson
 Blake McClain

Lili McLaughlin
 Bryan Meintzer
 Jaret Mielnicki
 Keith Moran
 Ryne Morozowski
 Monetta Moseley
 Twila Newton
 Griffin Oudsema
 Elizabeth Palmer
 Morgan Palmer
 Byron Patterson
 Kevin Phillips
 Alejandra Quintero
 Vanessa Ramebeck
 Bobby Ramjist
 Simon Reichert

Coralis Rodriguez
 Race Rogers
 Jessica Romanyshyn
 Christian Salcedo
 Deion Saint-Cyr
 Eric Salado
 Julia Sales Martinez
 Brandon Salfer
 Erick Sanchez Olivera
 Damon Sims
 Heather Skowron
 Brianna Smetzer
 Alisha Smith
 Christopher Smith
 Stephenie Smith
 Arjan Sopot

Jennifer Sosa
 Kaylee Starr
 Stanley Stephen
 Dylan Stickle
 Jaman Testerman
 Terri Thompson
 Kaitlyn Turgeon
 Derrick Turner
 Michelle Valot
 Julieth Vargas
 Anna Vinogradova
 Lahiem Wallace
 Brian Wells
 Justin Wilkinson
 Kajuan Williams
 Gary Wilson

55% SUPERVISING AGENT
 Kristy Phipps
52.5% SUPERVISING AGENT
 Kacie Converse
 Nicole Dudden
 Nicholas D Smith
 Daniel Taurisani
 Brendan Walker



Pedro Lemos | Florida

Pedro was born "very poor" in Brazil and came to the States when he was ten years old. Before joining AIL-NILICO in late 2015, he managed a restaurant but says he was attracted to the opportunity to grow and live financially free. "Being able to help others become more successful; being able to provide for my children is what's most rewarding to me," he says. Pedro believes he and his team "can offer anyone willing to work hard and be coachable a great work environment where they can succeed beyond their wildest imagination."



AIL/NILICO'S 2022 WORLD SERIES OF ALP IS UNDERWAY!

CONTEST PERIOD: Advance cut-offs May 18/19 - Aug 10/11, 2022 (13 Weeks)

Dear Future SGA,

Whether you are new to our company or someone with tenure, if you have ever wondered what you had to accomplish in order to be promoted to State General Agent, the answer is simple — achieve these four levels.

OPPORTUNITY UNLIMITED

SGA Career Track

***\$500k-\$3.5M+**
Unlimited Annual Earnings Potential

LEVEL 1: QUALIFY

- To qualify you must meet the following criteria:
- 2 years tenure with AIL/NILICO
 - Be on an MGA/RGA Contract
 - Production of at least \$350,000 of 1st Six Mo. Agent production (Last 12 Months)

LEVEL 2: INTERVIEW

You will be flown to McKinney, Texas for dinner and an interview. During this time you will also learn about the budgetary and start-up process for new SGAs.

LEVEL 3: FOLLOW UP

Home Office will schedule a follow-up call with you and your SGA 60 days after your interview to discuss your progress in the areas of recruiting, production and quality. If you are still growing and moving forward, we will prepare for Step 4.

LEVEL 4: GET AN OFFER

- After conferring with your SGA, the Home Office will contact you to:
- Let you know what territory/territories we are offering
 - Discuss who may be going with you. (Your SGA can protect one person whom they feel they need to keep.)

*The earnings potential is typical but not guaranteed. Actual amounts can vary based on individuals results.

MGA CONTEST DETAILS

- MGA Rookies: 2 winners
- MGAs: 16 winners
- Two from each Category: 1, 2, 3
- One from each Category: 4, 5, 6, 7, 8, 9, 10, 11-12, 13-15, 16-19

Each of the 13 weeks of the contest period, the Top 5 leaders on the Weekly Rankings will receive points. MGA Rookies are ranked on their F6 Factor. MGAs are ranked on their Performance Factor. The top ranked leader in each category gets 5 points, rank 2 gets 4 points, etc. These points will be accumulated over all 13 weeks.

In the event of a tie, the Total Net ALP from New Associates during the contest period will be tabulated, based on the hierarchy at the time of coding.

RGA CONTEST DETAILS

- RGAs: 16 winners
- Two from each Category: 1, 2, 3, 4
- One from each Category: 5, 6, 7, 8, 9, 10-11, 12-13, 14-16

Each of the 13 weeks of the contest period, the Top 5 leaders on the Weekly Rankings will receive points. RGAs will be ranked on their Performance Factor. The top ranked leader in each category gets 5 points, rank 2 gets 4 points, etc. These points will be accumulated over all 13 weeks.

In the event of a tie, the Total Net ALP from New Associates during the contest period will be tabulated, based on the hierarchy at the time of coding.

// **TOTAL OF 34 WINNERS**



CONTEST WINNERS will be flown into DFW to attend a Rangers Game in September 2022 in the Corporate Suite at the New Globe Life Field with David Zophin, Steve Greer, and Dom Bertini.

PR'S INAUGURAL GROWTH COUNCIL MEETING HELD



Jason Beckman

Division Vice President
PR Field Operations

In March, the Public Relations team held our inaugural Growth Council meeting in Miami. The top seven growers from the PR team spent time together on South Beach to recognize their achievements and get ideas from the participants on how PR can grow our lead generation.

Some of our conversations centered on the mega-upgrade made to *Opportunity Unlimited* for Team PR. Much like our agency business model was in the past, the PR team had traditionally been very territorial with well-defined geographic boundaries. The virtual world has now allowed the PR team to leverage their existing relationships to seek and sign groups located throughout their state and across the country. Just as much as a referral for an agent is the strongest lead they can have, a referral from one

group to another is the easiest cold call a PR Rep can ever make!

Another topic discussed at the Growth Council was how we, as a PR team, embrace technology like never before. According to a recent survey by Martech Alliance, in the US alone:

- 45% of respondents used a marketing-related QR code in the three months leading up to the survey
- 83% of respondents used a QR code for the first time ever due to restrictions stemming from Covid-19
- Total QR code reach grew 96% over the same time period from 2018-2020
- 1 billion smartphones will access QR codes by end of 2022

"A referral from one group to another is the easiest cold call a PR Rep can ever make!"

Historically, the Company has primarily relied on direct mail to generate leads from the PR groups mailed. Direct mail will remain our principal mode of communication. However, we're beginning to test using QR codes on the letters received by group members to provide them the opportunity to designate their beneficiary online rather than returning a response card.

We're also leveraging our relationships with group leadership to get a thirty-second testimonial from the Business Manager of a labor union or the CEO of a credit union encouraging their members' participation. The next time you see a QR code attached to a group letter, I encourage you to scan it and share with your clients. I think you'll like what you see! 📱

Q1 PR Contributions

Operation Christmas Cheer

Abate of PA — Conference

IBT 705 — Stephen Poczowski's Scholarship

FOP New Jersey — Convention

Georgia Credit Union Executives Association — Sponsorship

NY State Snowmobile Association — Sponsorship

USW 1—1937 — Convention

Western NY Area Labor Federation — Donation Benefiting Variety Kids Telethon Charity

AMALGAMATED, AFL-CIO 298 — Event Sponsorship

Ohio Credit Union League — Conference

Teamsters Joint Council 73 — Golf Tournament

IBEW 827 — Golf Tournament Giveaways

American Federation of Labor and Congress of Industrial Organizations — Cultural/Multimedia Sponsorship at the Dr. Martin Luther King Jr. Civil & Human Rights Conference

Philadelphia Council of the AFL-CIO — Leadership Conference

Pennsylvania AFL-CIO — Convention

Massachusetts Building Trades — Convention Exhibit Booth

International Union of Allied Novelty and Production Workers — Convention Raffle Prizes

Omaha Together One Community — Sponsorship

Louisiana AFL-CIO — Emile Bourg Scholarship

New Brunswick Federation of Labour — Solidarity Bursaries

Union Sportsmen's Alliance — Lee Livesay Sponsorship

New Brunswick Federation of Labour — Donation Benefiting their Summer Camp

Oregon AFL-CIO — Convention

Cape Breton Building Trades Council — Scholarship

New Jersey State AFL-CIO — Legislative Conference Sponsorship & Booth

North America's Building Trades Unions — Legislative Conference Booth

The Broadbent Institute — Event Sponsorship

Canada Building and Construction Trades — Legislative Conference Exhibit Booth

Contributions listed are from January through March.

NEW ASSOCIATES

PER MANAGER

SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Parveen Lakhani	3	Sabrina Lloyd	Nicholas D Smith	2	Brett Gryska	Mitchell Mickovic	2	S-S-Parks-Salvaggi
Kylee Blehm	3	Dustin Venekamp	Jairo Cabrera Rojas	2	Richardson Latino Division	Daoud Naser	2	S-S-Parks-Salvaggi
Adrian Perez Gonzalez	2	Adel Al Choufi Naim	Daniela Fraga Marini	2	Richardson Latino Division	De'Carleon Townsend	2	S-S-Parks-Salvaggi
Lindsay Belham	2	AO	Dulce Paz	2	Sabrina Lloyd	Christopher Nash	2	Kris Thieme
Jarrell Jackson	2	Simon Arias	Austin Coop	2	Oldham-Moore	Natela Washington	2	Jay Washington
Luz Cortes	2	Desi Dimitrova	Katie Gernigin	2	George O'Shea	Bradley Harrell	2	John Young
Toby Lind	2	Brett Gryska	Alyssa Duncan	2	S-S-Parks-Salvaggi			

GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Luis Barbaresco Garcia	5	Richardson Latino Division	Thomas Wright	2	AO	Jesse Barker	2	Oldham-Moore
Stacy McCallum	5	Jay Washington	Bradley Allen	2	Simon Arias	Joanna Shipkowski	2	George O'Shea
Christian Gocaj	4	AO	Chase Snider	2	Simon Arias	Jonathan Collins	2	Ernest Powell
Brittmarie Yarian	4	Dustin Venekamp	Michael Wilson	2	Slav Bitman	Rebecca Patterson	2	Phillip Prata
Charles Gangloff	3	Denis-Michael Catalano	Thomas Huynh	2	Cohen-Velasquez	Diego Vargas	2	Beto Quintero
Ana Severyn De Osorio	3	Fort Worth Latino Division	Arcelia Zizumbo	2	Cohen-Velasquez	Caitlin Roth	2	Jeremy Rivers
Francisco Morell	3	Richardson Latino Division	Michael Hutchinson	2	Fisher-Zuzick	Gabriela Perez	2	Jesus Romero
Miguel Diego Esquivel	3	Sabrina Lloyd	Alexandria Greer	2	Giddens-Giddens	Arimar Ramirez Pernia	2	Jesus Romero
Agnieszka Kuser	3	Sabrina Lloyd	Jared Guglielmino	2	Giglione-Ackerman	Reginald Flugence	2	Brian Schreiter
Katie Stahulak	3	Sabrina Lloyd	Estephania Montecillo	2	Hemerson Gonzalez	Jamie Beuschel	2	Darcy Schrieber
Morella Parejo	3	Jesus Romero	Hunter Bischoff	2	Brett Gryska	Giorgi Gogidze	2	Albert Serur
Karima Hartani	3	Kris Thieme	Henry Jacobs	2	Brett Gryska	Asante Jackson	2	S-S-Parks-Salvaggi
Omar Al Choufi Cumarin	2	Adel Al Choufi Naim	Mitchell McLaughlin	2	Brett Gryska	Jihad Ottallah	2	S-S-Parks-Salvaggi
Kristi Basho	2	AO	Timothy Rose	2	Brett Gryska	Melissa Nguyen	2	Tommy Vena
Brenna Behan	2	AO	Carlos Falcon Barros	2	Fort Worth Latino Division	Charles Biggers	2	Jeremy Welch
John Crespin	2	AO	Dustin Holtz	2	Kevin Holtz	Jacob Reiter	2	Josh West
Matthew Kerfoot	2	AO	Danny Souri	2	Sabrina Lloyd			
Jonathan Ojendi	2	AO	Michael Alexander	2	Andrew McQuade			

MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Philip Roffi	6	Cindy Furer	Luis Velasquez	4	Jesus Romero	Reynolds Akuamoa	3	Theodore Pappas
Jose Aranguren	6	Richardson Latino Division	Michael Wright	4	Kris Thieme	Vincent Meyer	3	Chad Potts
Patrycja Grudzinska	6	Sabrina Lloyd	Justin Hermann	4	Dustin Venekamp	Hector Luque	3	Beto Quintero
Mark Dushaj	5	AO	Andrew Bishop	3	AO	Kade Beck	3	Brian Schreiter
Nakita Fortin	5	Denis-Michael Catalano	Nicki Griffiths	3	AO	James Fangmann	3	Albert Serur
Lawrence Smith	5	Jay Washington	James Evans	3	Ryan Bisanz	London Burnett	3	S-S-Parks-Salvaggi
Dairon Arbona Fonseca	4	Adel Al Choufi Naim	Donald DeVoise	3	Slav Bitman	Jacob Krakora	3	S-S-Parks-Salvaggi
Kingsley Hansen	4	Denis-Michael Catalano	Dwayne Gomez	3	Jose Carvajal	Clayton Slaughter	3	Michael Vasu
Elias Boles	4	Brett Gryska	Stella Roznovan	3	Cohen-Velasquez	John Vacca	3	Tommy Vena
Christopher Larsen	4	Brett Gryska	Chilynn Acevedo	3	Fisher-Zuzick	Tiffany Babin-Washington	3	Jay Washington
Luis Osorio Bello	4	Fort Worth Latino Division	William Parmeter	3	Brett Gryska	Tomarus Burks	3	Tom Williams
Edgar Velasquez Romero	4	Richardson Latino Division	John Santosuosso	3	Brett Gryska	Marlene Barrett	3	Williams-Akinade
Victoria Lewis	4	Ernest Powell	Antonino Taormina	3	Brett Gryska	Johnny Fuller	3	John Young
Kwabena Antwi	4	Jeremy Rivers	Aaron Piotrowski	3	Sabrina Lloyd	Slavita Hut	3	John Young
Carmen Pena Guedez	4	Jesus Romero	Kamal Tayyib	3	Andrew McQuade			
Tahis Quintero Bonilla	4	Jesus Romero	Jake Gelb	3	Nick Moore			

RGA

NAME	#	SGA
Kimberly Hamilton	13	Brett Gryska

NEW ASSOCIATE – \$1,000 contract-to-date new agent

THE MINIMUMS FOR RECOGNITION ARE:
SA & GA – at least two new associates during the month
MGA – at least three new associates during the month
RGA – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

TOP RECRUITING AGENTS** MARCH



Adriana Rueda Pimiento
6 Recruits
Beto Quintero



Kylee Blehm
5 Recruits
Dustin Venekamp



Chase Miller
5 Recruits
S-S-Bendure-Hartwig



Luis Perez
5 Recruits
Sabrina Lloyd

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Adriana Rueda Pimiento	6	Miguel Sanchez	3	John Crespin	2	Robert Hardy	2	Stephanie Rogers	2		
Kylee Blehm	5	Blake Tomblin	3	William Curl	2	Cynthia Hoeft	2	Ashley Rust	2		
Chase Miller	5	Morgan Anglin	2	Alyssa Duncan	2	Joseph Hogue	2	Marla Seicean	2		
Luis Perez	5	Samuel Artzis	2	Charles Ferrari	2	Cuong Le	2	Clayton Slaughter	2		
Dairon Arbona Fonseca	4	Enoch Baiden-Nimene	2	Heather Fowler	2	Anthony Marsella	2	Ryan Slone	2		
Brenna Behan	4	Yermania Berrios De Yordi	2	Justin Francis	2	Kurt Meaux	2	Jeffrey A Smith	2		
Astrid Castrillon	4	Mackenzie Burchett	2	Luba Gil Quintero	2	Iv Menache	2	Nicholas D Smith	2		
Julian Navalta	4	Tomarus Burks	2	Giorgi Gogidze	2	Ryan Nagel	2	Maggie Thomas	2		
Darrell Asbell	3	Brandan Cain	2	Dwayne Gomez	2	Alex Paguio	2	David C Williams	2		
Tyler Boulden	3	Garrett Cegon	2	Sallie Grayson	2	Kristel Paredes Garcia	2	Gary Wilson	2		
Dylan Jackson	3	Nicholas Chuma	2	Maria Guedez Melendez	2	Meagan Payne	2	Thomas Wright	2		
Spencer Linton	3	Quintin Coker	2	Brennen Guerin	2	Wendy Peragondej	2	Leonardo Zaracual	2		
Tyler Ortiz	3	Matthew Conrad	2	Mario Hajro	2	Marilyn Peralta	2	Dillon Zartman	2		
Eriannet Perez	3	DeMario Cooper	2	Lori Hamel Johnson	2	Daniel Perkins	2	Nataly Zeitoune	2		

TOTAL PINNACLE RECRUITERS: 316 TOTAL PINNACLE RECRUITS: 415

TOP RECRUITING AGENTS** YTD

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Astrid Castrillon	12	Matthew Conrad	4	Luis Barbaresco Garcia	3	Joseph Hogue	3	Joshua Reyes	3		
Adam Wheeler	8	Nelson Desmond	4	Brady Basinger	3	Dylan Jackson	3	Arturo Romero	3		
David Carpenter	7	Elijah Findley	4	Mark Bernsdorff	3	Lamarcus Jackson	3	Shanna Rone	3		
Sergio Carta	6	Alexander Gomez	4	Yermania Berrios De Yordi	3	Taleb Jammoul Hajali	3	Ashley Rust	3		
Genesis Castillo	6	Daryl Graham	4	Tyler Boulden	3	Trace Johnson	3	Miguel Sanchez	3		
Chase Miller	6	Jenna Grula	4	Jairo Cabrera	3	Spencer Linton	3	Melinda Skinner	3		
Adriana Rueda Pimiento	6	Sierra Hartwig	4	Jessica Chang	3	Kayle Mace	3	Luis Soriano	3		
Dairon Arbona Fonseca	5	Erica Lent	4	Nicholas Chuma	3	Felipe Machado-Santanna	3	Jennifer Spalding	3		
Kylee Blehm	5	Joseph McCallister	4	Fernando Coiran	3	Anthony Marsella	3	Blake Tomblin	3		
David Croom	5	Jonathan Navalta	4	Jonathan Collins	3	Ryan Martin	3	Alexander Valenzuela	3		
Mavrick Fredericks	5	Tyler Ortiz	4	Johnathon Egan	3	Jose Matos	3	Ransey Vazquez	3		
Conor Markins	5	Aldo Ramirez Marinelli	4	Sokol Fazliu	3	Beau Minnick	3	Yaury Victoria	3		
Connor O'Donnell	5	Kemar Thompson	4	Johnny Fuller	3	Mike Paragiou	3	Cristian Yanez Ojeda	3		
Luis Perez	5	Leonard Westfall	4	Michael Giachetti	3	Morella Parejo	3	Dillon Zartman	3		
Clayton Slaughter	5	David C Williams	4	Daniela D Gomez	3	Jesus Parra	3				
Brenna Behan	4	Leonardo Zaracual	4	Dwayne Gomez	3	Meagan Payne	3				
Garrett Cegon	4	Veronica Acurero	3	Samuel Gomez	3	Eriannet Perez	3				
Rosa Colmenares Borrego	4	Darrell Asbell	3	Kaitlyn Henshaw	3	Keshawn Pierce	3				

TOTAL PINNACLE RECRUITERS: 835 TOTAL PINNACLE RECRUITS: 1230

▼ By number of Pinnacle Recruits. Top Pinnacle Recruiting Agents listed have at least 2 Pinnacle Recruits.
 ● *Spotlight* will picture the top 5 Pinnacle Recruiting Agents based on number of Pinnacle Recruits. *Spotlight* may picture more or less than 5 in case of a tie.
 ■ The number of YTD Pinnacle Recruits listed for *Spotlight* recognition may be different than the number of YTD Personal Recruits reported for Globe Life Achievement Award eligibility due to the counts being calculated differently.



Genesis Castillo
Richardson Latino Division
6 Recruits
SILVER



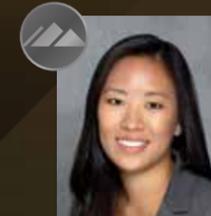
Mitchell Mickovic
S-S-Parks-Salvaggi
6 Recruits
SILVER



Jake Taylor
Simon Arias
6 Recruits
SILVER



Kylee Blehm
Dustin Venekamp
5 Recruits
SILVER



Jessica Chang
AO
5 Recruits
SILVER



Ashley Clarke
Ernest Powell
5 Recruits
SILVER



Miriam Contreras
Jesus Romero
5 Recruits
SILVER



Elijah Findley
Weatherspoon-Harris
5 Recruits
SILVER



Alexander Gross
Richard Correa
5 Recruits
SILVER



Robert Hardy
S-S-Parks-Salvaggi
5 Recruits
SILVER



Asiguy Haugabook
AO
5 Recruits
SILVER



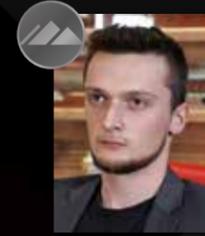
Peter Kwiatkowski
S-S-Parks-Salvaggi
5 Recruits
SILVER



Conor Markins
Simon Arias
5 Recruits
SILVER



Michael McKiernan
Dustin Venekamp
5 Recruits
SILVER



Jack Morgan
S-S-Parks-Salvaggi
5 Recruits
SILVER



Tyler Ortiz
Saavedra-Longino
5 Recruits
SILVER



Philip Roffi
Cindy Furer
5 Recruits
SILVER



Clayton Slaughter
Michael Vasu
5 Recruits
SILVER



Blake Tomblin
Simon Arias
5 Recruits
SILVER



John Tong
AO
5 Recruits
SILVER



Anthony Williams
Simon Arias
5 Recruits
SILVER



David C Williams
Simon Arias
5 Recruits
SILVER

*By number of eligible Pinnacle Recruits. Club members pictured have at least 5 eligible Recruits. A Pinnacle Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP.



Is your *Spotlight* photo a tad **OUT OF DATE?**

Are you forever frozen in the past? Update your file photo, dudes and dudettes!

Don't:

- WEAR HATS, SHADES, OVERCOATS
- MAKE HAND GESTURES
- CHOP YOUR HEAD OFF
- CROP YOURSELF OUT OF GROUP PHOTOS
- WEAR STRAPLESS TOPS
- SUBMIT PIXELATED OR BLURRY PHOTOS
- TAKE PHOTOS IN LOW LIGHT AREAS (LIKE YOUR CAR OR A RESTAURANT)
- STAND IN FRONT OF A WINDOW OR OTHER SOURCE OF LIGHT
- EDIT THE PHOTO IN ANY WAY PRIOR TO SENDING (TRUST US — WE GOT THIS!)
- ADD PHOTO FILTERS

Do:

- WEAR PROFESSIONAL ATTIRE (DRESS SHIRT AND TIE MINIMUM FOR MEN)
- STAND IN FRONT OF A WALL OR NEUTRAL BACKGROUND
- HAVE SOMEONE ELSE TAKE THE PHOTO RATHER THAN A SELFIE
- SHOOT IN NATURAL LIGHTING
- BE IN A WELL-LIT AREA WITH THE LIGHT BEHIND THE PHOTOGRAPHER
- BE SURE YOUR CAMERA IS SET TO THE HIGHEST QUALITY/LARGEST IMAGE SIZE
- SMILE!



Don't be a throwback — keep your headshot current!



To submit a new headshot, email your photo to lcry@ailife.com.

Note: If you recently had a professional photo taken at Leadership Academy or other company meeting and you want us to use that, let us know which meeting and we'll hook you up!

WHAT ARE CLIENTS TELLING YOU WITH THEIR BODY LANGUAGE?

WHAT ARE YOU SAYING TO THEM?



Researched and submitted by **Denny Snyder**
MGA (AO)

Whether meeting with clients – or anybody, for that matter – in person or virtually, pay attention to the dynamics of body language of the client as well as your own.

EYE MOVEMENT

- Looking left* – trying to remember a thought
- Looking right* – visualizing something or constructing a response
- Looking down to the left* – disagreement with what was just said.
- Looking down to the right* – this is about feelings/emotions.

BODY MOVEMENT

- Leaning in* – showing interest in what is being said
- Leaning back* – relaxed, processing what was just said
- Mirroring* – paying close attention/establishing common ground/bonding
- Head up* – may convey arrogance
- Head down* – could indicate hiding something or disinterest in what is being said
- Arms crossed* – vulnerability, self-protection, possible disagreement
- Rubbing hands together* – eager, let's do this!
- Legs twitching* – can indicate a person is nervous, bored, or ready for the encounter to end

Being aware of body language – theirs and yours – when dealing with clients can help you put them at ease, and may just help increase the number of families you protect.

Sources:

- Science of Body Language, Body Language of the Eyes, June 23, 2019 <https://scienceofbodylanguage.com/blog/body-language-of-the-eyes/>
- Van Edwards, Vanessa, How to Read People's Eye Direction and Behavior With 34 Cues (May 2, 2022) <https://www.scienceofpeople.com/read-people-eyes/>
- Lok, Dan. How to Read Anyone (May 2, 2022) Video <https://www.youtube.com/watch?v=5sJikcGeuNw>





2ND CHANCE CONVENTION CONTEST



FINAL CONTEST WINNERS

Rookie Producers

Rank	Name	Net ALP	SGA
1	Brandon Bennett	\$113,261	Simon Arias
2	Spencer Stoyer	\$112,078	Henderson-Locker
3	Yoel Chacin Gonzalez	\$93,172	Jesus Romero
4	Justin Neal	\$88,730	AO
5	Remington Bloch	\$85,976	Henderson-Locker
6	Nathan Labranche	\$80,268	AO
7	Shiva Latify	\$70,889	AO
8	Christopher Braun	\$70,211	AO
9	Colby Fox	\$70,143	Henderson-Locker
10	Rachael Frankino	\$68,908	AO
11	Shane Havel	\$67,936	AO
12	Christopher Rives	\$65,897	Giddens-Giddens
13	Sasha Oakes	\$63,735	Tommy Vena
14	Connor Cook	\$60,981	AO
15	Cameron Labrie	\$58,500	Simon Arias
16	Evan Pinkerton	\$56,303	Simon Arias
17	Sean Devens	\$53,345	Henderson-Locker
18	Hala Herbal	\$51,976	Laura Fisher
19	Sallie Grayson	\$51,152	Ernest Powell
20	Michael Valent	\$50,841	Simon Arias

MGA

Category	Name	Growth	SGA
I	Mark Neilson	39.1%	AO
VI	Luay Ghawi	19.1%	AO
IX	Tami Chaimov	167.7%	Jamison Weatherspoon
X	Giovanni Diduro	19.6%	Brett Gryska
XI	Michael Botond	27.8%	AO
XII	Justin Hermann	97.9%	Dustin Venekamp
XIV	Magda Figueiredo	47.0%	Giglione-Ackerman
XVII	Walter Icaza	80.2%	Beto Quintero
Rookie	Yania Tineo Soto	1623.2%	Richardson Latino Division

Veteran Producers

Rank	Name	Net ALP	SGA
1	Aaron Ebel	\$117,241	AO
2	Felicia Steele	\$111,110	AO
3	Samuel Marzula	\$93,770	Simon Arias
4	Dianka Blash	\$88,174	AO
5	Jose Cuellar	\$76,798	Cindy Furer
6	Mike Sukhbaatar	\$66,608	Ernest Powell
7	Andrea Schmitt	\$65,978	AO
8	Kristi Vang	\$62,362	Cohen-Velasquez
9	Razan Zarba	\$58,068	Mat Hart
10	Godwill Barungi	\$56,196	Sabrina Lloyd
11	Anthony Marsella	\$55,963	Laura Fisher
12	Ardian Gojcaj	\$53,457	AO
13	Samuel Benton	\$48,883	Dustin Venekamp
14	Herlin Celicourt	\$48,798	Tom Williams
15	James Hodges	\$48,627	AO
16	Tanner Duy	\$47,975	AO
17	John Bernet	\$42,831	Nick Moore
18	Nikolai Zollinger	\$40,925	Satti-Kanaan
19	Michael Conner	\$40,518	AO
20	Anthony Ferguson	\$40,218	AO

RGA

Category	Name	Growth	SGA
I	Bobby Gujral	10.2%	AO
V	Bobby Hamilton	37.9%	AO
VII	David Quevillon	58.5%	Mathew Hart
IX	Slavita Hut	47.2%	John Young
X	Victoria Lewis	212.0%	Ernest Powell
XIII	Brandon Schwed	246.8%	Kevin Holtz
XVI	Raymond Risucci	277.1%	Moore-Defurio

DRAWING WINNERS

(15) Rookie Producers

Name	Net ALP	SGA
Sonia Steele	\$47,693	Andre McCallum
Pedro Enrique Colls	\$47,656	Richardson Latino Division
AshLynn Orng	\$45,154	AO
Kaisy Kahalany	\$44,200	Sabrina Lloyd
Samuel Morrison	\$44,187	AO
Daniel Rock	\$42,147	Dustin Venekamp
Meagan Blevins	\$40,482	Simon Arias
Carolina Gonzalez Anziani	\$40,425	Richardson Latino Division
Melody Han	\$37,773	Theo Pappas
Panaris Bregu	\$37,560	AO
Traci Alderman	\$36,838	AO
Malik Blair	\$36,471	Arias-Dlabik
Jennifer Terife	\$36,111	Hemerson Gonzalez
Nicholas Garcia	\$30,652	AO
Mario Morillo Gonzalez	\$30,527	Richardson Latino Division

(15) Veteran Producers

Name	Net ALP	SGA
Robert Stevens	\$37,709	AO
Zayd Burns	\$36,036	Weatherspoon-Harris
Meagan Payne	\$34,627	John Young
Vishwanath Sankaran	\$33,611	Chalom-Chalom
Denise Kyrkos	\$32,894	AO
David Asbra	\$32,530	Cohen-Velasquez
Jesse Benwell	\$32,455	Satti-Kanaan
Esmeralda Cruz	\$32,355	Andrew McQuade
Michael Demaggio	\$32,083	Simon Arias
Nathan Gay	\$31,067	Simon Arias
Juan Leonardo	\$30,610	Giglione-Ackerman
Michael Hutchinson	\$30,429	Fisher-Zuzick
Jennifer Lucero	\$30,327	AO
Kristin Trammer	\$30,290	AO
Cherod Gadson	\$30,220	Sabrina Lloyd



ENTERTAINMENT will be multi GRAMMY® Award-nominated singer, songwriter, producer, and remixer **DJ KASKADE.** Kaskade's twist on electronic dance music will have us up on our feet for our 2022 Las Vegas Convention.

*Min. 74% RTN or 80% NTG requirements apply.
 **NZ agents and managers are not eligible.
 ***Business written to qualify for a winning spot in the 2022 Convention Second Chance Contest will also go toward 2023 Convention qualification requirements.

DISCLAIMER: Qualifying for Convention entitles one to attend only if he or she is an active American Incomer or National Incomer at the time Convention is held. Qualifiers are not eligible for monetary compensation in lieu of the trip. No substitutions or transfers are permitted.



Make Tomorrow Better

– UPDATE –



SGA Meeting Attendees Break Donation Record

Attendees of the AIL-NILICO Spring SGA Meeting in Los Cabos, MX donated a record-breaking \$65,000 to Casa Hogar, a home for approx. 40 kids and teens. Casa Hogar asked for our help to kickstart a building campaign for a community center on their property that will Make Tomorrow Better for kids, families, and the entire community. Thanks to the R & R Family Foundation for their generous offer to double our impact by matching donations up to \$100,000. And of course, a huge THANK YOU to our meeting attendees for raising the bar for charitable giving at Globe Life!

MARCH RESULTS

MAINTAINING THE MOMENTUM

First **\$80M** Quarter in Company History!

2nd Best Month in Company History!

Sales

- **\$35,874,549** Net ALP
- **2.26%** YTD Growth

Recruiting

- **1,671** New Associates
- **9,875** Agent Count

Quality/Reinstatements

- **5,025** Total Policies Conserved
 - **4,552** Reinstatements
 - **473** Reopens
- 4-Month Retention: **79.7%**
- 13th-Month Retention: **64.7%** – **Company Record!**
- Persistency: **82.94%**
- Net to Gross: **86%**

Public Relations

- **332** groups signed
 - **38%** increase over March 2021
 - Most groups signed in one month since August 2014
- **581,077** members signed
 - **43%** Increase over March 2021
- **126** ORI groups signed
 - **94%** Increase over March 2021
 - Most ORI groups signed in one month since November 2013
- **16,122** ORI leads received
 - **58%** Increase over March 2021
 - Most ORI leads generated since December 2019





COMPANY-WIDE

PERSONAL RECRUITING CONTEST WINNERS



FOR PRESENTATION PERSONAL RECRUITS (PPRs)

AGENTS/MANAGERS

NAME	PPRs	SGA
1 TONY VASQUEZ	37	BLAKE RALSTON
2 MELINDA SKINNER	27	WEATHERSPOON-HARRIS
3 AMANDA DAVIS	26	MYAA FALLON
4 CALVIN IRVING	25	THEO PAPPAS
5 CYNTHIA PRICE	25	BRIAN WILSON

DIRECTOR

NAME	PPRs	VP
1 JOHN OPHALS	319	FRED HADAYIA

SGAS

CATEGORY	NAME	PPRs
I-II	THEO PAPPAS	319
III-VI	WEATHERSPOON-HARRIS	158
VII-XIII	BLAKE RALSTON	107

VP

NAME	PPRs
1 FRED HADAYIA	442



WHAT DO YOU DO FOR A LIVING?



Bob Olson
Division Vice President of Field Operations

When my youngest daughter was in grade school, she had a homework assignment to interview me. One of the questions she asked was, "What do you do for a living?" I answered, "I protect families and change people's lives." It sparked a pretty good conversation, though I'm not sure how much she understood but she still remembers the conversation today at age 17. When she got her graded assignment back, the teacher had written a note in red that said "Sounds very interesting, tell me more."

We just returned from an amazing SGA Meeting where we finally were all able to see and hug each other. This meeting served as a reminder that our purpose is still the same as it's always been. What has changed is that today, career seekers expect more than just an income from their work. They want meaningful work

with a company that is socially responsible and makes a difference. What we do has a PURPOSE. We have a WHY.

We protect working families. Every time we sell coverage to a family, we are protecting them from the financial insecurity that can happen when a loved one dies. On one of the worst days of their lives, the one thing they will not have to worry about is finances to help cover their loved one's services and other final expenses. This is because of what we do and we should have a lot of pride in it.

Another way we protect families is by advocating on their behalf. We do this by promoting public policies dealing with issues that affect working families and doing what's necessary to protect workers' rights. We do this at the national all the way down to the local level.

We change people's lives. Sometimes, in the day-to-day "grind" of our business, we take for granted what *Opportunity Unlimited* can mean to those who are looking for a rewarding career and the chance to earn what they're worth. Our Company is filled with rags-to-riches stories, and the beauty of it is that anyone and everyone in our Company can introduce this Opportunity to anyone. It can literally be life-changing! We have the power to

change people's lives every day. Most people will never have that chance but we have it every day! We must always remember how special that is.

"What we do is important and who we are is special."

What we do is important and who we are is special – always remember it! Hold your head up high, chest out a little more, maybe even a little swagger in your walk. The next time someone asks you what you do for a living, tell them you protect families and change people's lives. You will be amazed by the conversations you end up having. 🙌

VIBRA LATINA

Proporcionar a nuestros equipos lo que necesitan para tener éxito

Angel Martinez
Director de Ventas / Sales Director



CUANDO tuvimos la reunión de SGA en Los Cabos en abril, una de las preguntas más importantes fue ser líderes más efectivos. ¿Cómo podemos influir en las personas a través de este nuevo mundo virtual? Sin embargo, el denominador común es convertirse en líderes y no en gerentes. La forma en que inspiramos y brindamos orientación a nuestros equipos dictará nuestra cultura.

Nadie dijo nunca que ser líder es fácil. Es muy simple ladrar órdenes y despedir a alguien si no está rindiendo, pero se necesita trabajo para entrenar, asesorar, inspirar y motivar a nuestro equipo para que rinda al máximo. Esa es la diferencia fundamental entre un líder y un gerente; debemos estar dispuestos a pagar el precio del liderazgo si queremos las ventajas del liderazgo, según John Maxwell.

Aquí hay 5 maneras de convertirse en un líder efectivo.

1. Escuchar más y hablar menos: Cuando escuchamos más, entendemos mejor al asociado y, a veces, nos inspiramos. Además, los asociados aprecian cuando son escuchados y juntos hacen una lluvia de ideas sobre soluciones.

2. El consenso es bueno, pero... la dirección y la decisión crean acción: Liderar por consenso reunirá a un equipo en torno a un objetivo común, pero eso por sí solo no es suficiente para ser un líder y hacer un cambio. Si queremos resultados sólidos, debemos guiar el consenso.
3. Cualquiera puede identificar un problema. Un líder es parte de la solución: Como líderes, no nos sentamos y nos quejamos de lo que no se hace. Como líderes, hacemos una lluvia de ideas y nos concentramos en la solución, no en el problema.
4. Disculparse públicamente y regodearse en privado: Un verdadero líder acepta cuando está equivocado y se disculpa. Esta acción muestra el respeto de sus asociados y transmite que estamos juntos y trabajando hacia el mismo objetivo. Como líderes, nos disculpamos y tomamos medidas. Como líderes, no nos jactamos de nosotros mismos; reconocemos a nuestro equipo como los verdaderos campeones de este viaje.

5. Dar el mensaje difícil: Es muy fácil alabar a alguien. Es fácil darle a alguien un aumento o una buena reseña. Sin embargo, puede ser mucho más difícil tener conversaciones difíciles.

Si bien admitimos que esto puede sonar como algo duro de decir, debemos señalar que no todos hacen un trabajo sobresaliente todo el tiempo. Tenemos que decirles a nuestros asociados lo que es necesario cambiar y luego seguir adelante.

Como líderes, creamos una cultura donde nuestra gente se inspira para crear grandes ideas, donde los soñadores son alentados a soñar grandes sueños. Vivir nuestro propósito sirviendo a los demás; inspirar continuamente a nuestro equipo a convertirse en la mejor versión de sí mismos porque, en última instancia, elevará a la organización a un nivel más alto de rendimiento. Seamos ALL IN en el segundo trimestre con una mentalidad de líder que proporcione a nuestros agentes lo que necesitan y los inspire a ser grandes. 🙌

Provide Our Teams With What They Need to Succeed

WHEN we had the SGA Meeting in Los Cabos in April, one of the biggest questions was to be more effective leaders. How can we influence people through this new virtual world? However, the common denominator is to become leaders and not managers. The way we inspire and provide guidance to our teams will dictate our culture.

Nobody ever said that being a leader is easy. It's very simple to bark out orders and dismiss someone if they are not performing, but it takes work to coach, mentor, inspire, and motivate our team to perform at their optimum best. That's the fundamental difference between a leader and a manager; we must be willing to pay the price of leadership if we want the perks of leadership, according to John Maxwell.

Here are 5 ways to become an effective leader.

1. Listen more and speak less- When we listen more, we better understand the associate and sometimes inspire us. Also, associates appreciate when they are heard and brainstorm together solutions.

2. Consensus is good, but... direction and decisiveness create action - Leading by consensus will rally a team around a common goal, but that alone is not enough to be a leader and make a change. If we want solid results, we must guide consensus.
3. Anyone can identify a problem. A leader is part of the solution- As leaders, we do not sit down and complain about what is not done. As leaders, we brainstorm and concentrate on the solution, not the problem.
4. Apologize publicly and gloat privately - a true leader accepts when they are wrong and apologizes. This action shows your associates' respect and conveys that we are together and working towards the same goal. As leaders, we apologize and take action. As leaders, we don't brag about ourselves; we recognize our team as the real champions of this journey.

5. Give the hard message - It's very easy to praise somebody. It's easy to give somebody a raise or a good review. It can be much harder, however, to have tough conversations.

While admitting that this might sound like a harsh thing to say, we need to point out that not everyone does an outstanding job all the time. We have to tell our associates what needs to change and then move on.

As leaders, we create a culture where our people are inspired to create great ideas, where the dreamers are encouraged to dream big dreams. Live our purpose by serving others; continually inspire our team to become the best version of themselves because, ultimately, it will lift the organization to a higher level of performance. Let's be ALL IN in the second quarter with a leader mentality providing our agents what they need and inspiring them to become great. 🙌



VETERAN PRODUCER



1
NANCY DJENDJI
HOUSTON, TX

SA



1
JAIRO CABRERA ROJAS
RICHARDSON, TX

VETERAN MGA



1
SERGIO CARTA
MIAMI, FL

RGA



1
ASTRID CASTRILLON
DALLAS, TX

ROOKIE PRODUCER



1
HILSY PEREZ
HOUSTON, TX

GA



1
LUIS BARBARESCO GARCIA
RICHARDSON, TX

ROOKIE MGA



1
JOSE ARANGUREN
RICHARDSON, TX

TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: MARCH

Rank		Net ALP	NTG	RET	MGA	SGA
1	Nancy Djendji	\$37,735		92.8	Nafic Djendji Abdel Khalek	Jesus Romero
2	Margarita Hickman	\$27,028		95.7	Adianeza Rodriguez	Hemerson Gonzalez
3	Yelitza Dominguez	\$23,976		91.1	Nafic Djendji Abdel Khalek	Jesus Romero
4	Omaira Garces Ramonez	\$17,191		89.8	Maria Bonilla Borrego	Beto Quintero
5	Dana Martin Gonzalez	\$16,524		89.2	Hector Luque	Beto Quintero

TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: MARCH

Rank		Net ALP	NTG	RET	MGA	SGA
1	Hilsy Perez	\$27,844	100		Nafic Djendji Abdel Khalek	Jesus Romero
2	Vincenzo Montaggioni Colmenarez	\$23,175	93		Axel Carrasquel	Fort Worth Latino Division
3	Iris Borton	\$21,363	100		Jose Aranguren	Richardson Latino Division
4	Gustavo Andres Garcia Chirinos	\$21,053	100			Richardson Latino Division
5	Mario Morillo Gonzalez	\$20,393	100		Jose Aranguren	Richardson Latino Division

TOP LATINO MARKET SUPERVISING AGENTS: MARCH

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Jairo Cabrera Rojas	\$127,470	\$130,511	100		Jose Aranguren	Richardson Latino Division
2	Maria La Cruz	\$77,039	\$86,878	100		Jose Aranguren	Richardson Latino Division
3	Pedro Colls Nunez	\$64,613	\$64,613	100		Edgar Velasquez Romero	Richardson Latino Division
4	Nataly Zeitoune	\$49,213	\$56,242	100		Jose Aranguren	Richardson Latino Division
5	Eduardo Rivas	\$48,085	\$52,104	100		Jose Aranguren	Richardson Latino Division

TOP LATINO MARKET GENERAL AGENTS: MARCH

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Luis Barbaresco Garcia	\$244,782	\$252,774	100		Jose Aranguren	Richardson Latino Division
2	Carlos Frias Caraballo	\$226,510	\$250,881	96		Jose Aranguren	Richardson Latino Division
3	Rosmary Gomez Castillo	\$85,659	\$98,056	100		Edgar Velasquez Romero	Richardson Latino Division
4	Frederik Diaz Mata	\$75,801	\$89,903	100			Richardson Latino Division
5	Charlie Bermudez	\$71,235	\$90,357	94		Alejandra Ramos	Hemerson Gonzalez

TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: MARCH

Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Sergio Carta	81.3%	\$58,482	\$32,250		83.7	Beto Quintero
2	Walter Icaza	48.7%	\$54,395	\$36,584		81.6	Beto Quintero
3	Alfredo Garcia	30.9%	\$89,422	\$68,327		87.4	Beto Quintero

TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: MARCH

Rank		PF %	1st 6 MO Agt	Bench	NTG	RET	SGA
1	Jose Aranguren	586.1%	\$189,026	\$32,250	97		Richardson Latino Division
2	Edgar Velasquez Romero	434.4%	\$140,085	\$32,250	99		Richardson Latino Division
3	Adianeza Rodriguez	267.2%	\$86,183	\$32,250		75.1	Hemerson Gonzalez

TOP LATINO MARKET REGIONAL GENERAL AGENTS: MARCH

Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Astrid Castrillon	177.5%	\$332,427	\$119,775		74.7	Hemerson Gonzalez
2	Daniel Pacheco	80.7%	\$87,558	\$48,453		85.6	Beto Quintero
3	Sergio Carta	79.3%	\$161,587	\$90,128		84.1	Beto Quintero

TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: YTD

Rank		Net ALP	NTG	RET	MGA	SGA
1	Nancy Djendji	\$88,875		92.8	Nafic Djendji Abdel Khalek	Jesus Romero
2	Yelitza Dominguez	\$70,759		91.1	Nafic Djendji Abdel Khalek	Jesus Romero
3	Margarita Hickman	\$40,269		95.7	Adianeza Rodriguez	Hemerson Gonzalez
4	Karem Cogollo	\$34,020		77.1	Adalberto Paz	San Antonio Latino Division
5	Omaira Garces Ramonez	\$33,944		89.8	Maria Bonilla Borrego	Beto Quintero

TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: YTD

Rank		Net ALP	NTG	RET	MGA	SGA
1	Yoel Chacin Gonzalez	\$93,173	100		Nafic Djendji Abdel Khalek	Jesus Romero
2	Epifania Segovia Barreto	\$58,350		87.0	Jean Romero Capote	Jesus Romero
3	Rosa Colmenares Borrego	\$54,917	100		Nafic Djendji Abdel Khalek	Jesus Romero
4	Hilsy Perez	\$52,850	100		Nafic Djendji Abdel Khalek	Jesus Romero
5	Marianne Renauld Lopez	\$48,675	100		Edgar Velasquez Romero	Richardson Latino Division

TOP LATINO MARKET SUPERVISING AGENTS: YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Jairo Cabrera Rojas	\$237,159	\$247,019	100		Jose Aranguren	Richardson Latino Division
2	Maria La Cruz	\$90,329	\$102,224	100		Jose Aranguren	Richardson Latino Division
3	Nancy Djendji	\$89,531	\$237,640	98		Nafic Djendji Abdel Khalek	Jesus Romero
4	Gustavo Cardenas Gonzalez	\$87,131	\$101,256	100		Jose Aranguren	Richardson Latino Division
5	Pedro Colls Nunez	\$83,464	\$87,445	100		Edgar Velasquez Romero	Richardson Latino Division

TOP LATINO MARKET GENERAL AGENTS: YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Luis Barbaresco Garcia	\$608,475	\$621,121	100		Jose Aranguren	Richardson Latino Division
2	Carlos Frias Caraballo	\$338,520	\$372,076	96		Jose Aranguren	Richardson Latino Division
3	Frederik Diaz Mata	\$203,667	\$231,495	100			Richardson Latino Division
4	Charlie Bermudez	\$191,754	\$215,351	94		Alejandra Ramos	Hemerson Gonzalez
5	Francisco Morell	\$169,253	\$180,280	100		Edgar Velasquez Romero	Richardson Latino Division

TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: YTD

Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Walter Icaza	56.8%	\$151,661	\$96,750		81.6	Beto Quintero
2	Sergio Carta	39.3%	\$163,168	\$117,126		83.7	Beto Quintero
3							

TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: YTD

Rank		PF %	1st 6 MO Agt	Bench	NTG	RET	SGA
1	Edgar Velasquez Romero	483.0%	\$467,268	\$96,750	99		Richardson Latino Division
2	Jose Aranguren	331.7%	\$320,923	\$96,750	97		Richardson Latino Division
3	Adianeza Rodriguez	204.1%	\$197,440	\$96,750		75.1	Hemerson Gonzalez

TOP LATINO MARKET REGIONAL GENERAL AGENTS: YTD

Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Astrid Castrillon	32.2%	\$660,929	\$500,021		74.7	Hemerson Gonzalez
2	Sergio Carta	29.2%	\$452,292	\$350,061		84.1	Beto Quintero
3	Daniel Pacheco	19.2%	\$231,751	\$194,498		85.6	Beto Quintero

AIL-NILICO 2022 MARCH MADNESS \$50K CHALLENGE FOR PERSONAL PRODUCTION



American Income National Income
Life Insurance Companies



ROOKIE CHAMPIONS

BRACKET 1 BRACKET 2 BRACKET 3 BRACKET 4



Brandon Bennett
Simon Arias



Evan Pinkerton
Simon Arias



Marian Gerges
Satti-Kanaan



Gretchen Larosa
Nick Moore

2ND PLACE WINNERS

BRACKET 1
Marshall Fernandez
AO

BRACKET 2
Pedro Enrique Colls
Richardson Latino Division

BRACKET 3
Timothy Rose Jr
Brett Gryska

BRACKET 4
Lawrence Pryor
Simon Arias

VETERAN CHAMPIONS

BRACKET 1 BRACKET 2 BRACKET 3 BRACKET 4



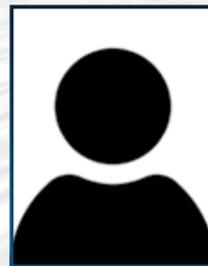
Todd Krupa
AO



Samuel Holden
Brett Gryska



Michael Battaglio
Evan Holzhauser



Michele Faul
Giglione-Ackerman

2ND PLACE WINNERS

BRACKET 1
Dina Boghdady
AO

BRACKET 2
Tony Geer
S-S-Bendure-Hartwig

BRACKET 3
Mike Reed
AO

BRACKET 4
Leonardo Perez
Rick Pazak

RUNNERS-UP CHALLENGE WINNERS

ROOKIES

BRACKET 1			
Rank	Name	Contest Net ALP	SGA
#1	Marshall Fernandez	\$148,345	AO
#2	Firat Ucar	\$123,946	Dustin Venekamp
#3	Kevin Musai	\$82,469	AO
#4	Mathew Kahwaji	\$61,360	AO
#5	Noor Musleh	\$54,411	S-S-Parks-Salvaggi

BRACKET 2			
Rank	Name	Contest Net ALP	SGA
#1	Michael Maloney	\$55,361	Simon Arias
#2	Christopher Braun	\$53,133	AO
#3	Sasha Oakes	\$43,361	Tommy Vena
#4	Rachael Frankino	\$41,509	AO
#5	Hala Herballi	\$29,885	Laura Fisher

BRACKET 3			
Rank	Name	Contest Net ALP	SGA
#1	Shane Havel	\$51,424	AO
#2	Christopher Rives	\$51,218	Giddens-Giddens
#3	Clayton Friday	\$35,285	Simon Arias
#4	Byron Patterson	\$31,381	Simon Arias
#5	Timothy Rose	\$29,207	Brett Gryska

BRACKET 4			
Rank	Name	Contest Net ALP	SGA
#1	Emily Rogers	\$42,090	AO
#2	Patrick Sullivan	\$34,905	Tommy Vena
#3	Michael Gamboa	\$23,414	AO
#4	Narmeen Khadair	\$21,988	Dustin Venekamp
#5	Austin Allen	\$21,327	S-S-Parks-Salvaggi

VETERANS

BRACKET 1			
Rank	Name	Contest Net ALP	SGA
#1	Dina Boghdady	\$151,258	AO
#2	Duni Olusegun	\$113,398	Phillip Waisman
#3	Joshua Dishong	\$111,229	S-S-Bendure-Hartwig
#4	Oleg Novitchii	\$100,318	S-S-Parks-Salvaggi
#5	Trevor Bailey	\$96,638	Satti-Kanaan

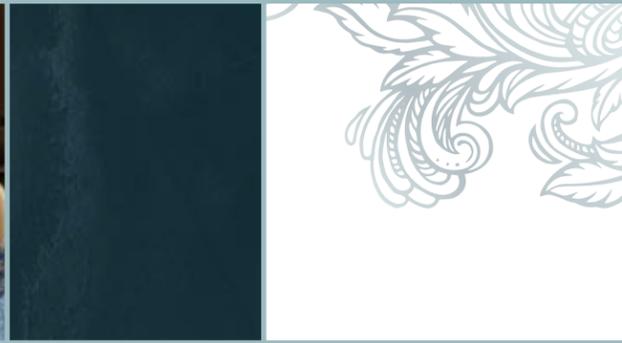
BRACKET 2			
Rank	Name	Contest Net ALP	SGA
#1	Christian Gojcaj	\$89,656	AO
#2	Spencer Kozej	\$75,252	Simon Arias
#3	Tyler McKnight	\$69,541	AO
#4	Matthew Code	\$60,154	Satti-Kanaan
#5	Joachim Jean	\$56,020	Laura Fisher

BRACKET 3			
Rank	Name	Contest Net ALP	SGA
#1	David Rigney	\$66,883	Kevin Holtz
#2	Damon Stroup	\$62,592	Mathew Hart
#3	Dulce Paz	\$33,414	Sabrina Lloyd
#4	Mike Reed	\$32,814	AO
#5	Kasali Kotun	\$32,030	Williams-Musso

BRACKET 4			
Rank	Name	Contest Net ALP	SGA
#1	Kelly Nelson	\$58,538	AO
#2	Muhammad Mansoor	\$48,979	AO
#3	Stefani Miller	\$43,754	AO
#4	Alex Smith	\$42,011	AO
#5	Joseph Sarasin	\$33,613	S-S-Bendure-Hartwig

Globe Life ACHIEVEMENT AWARDS

Our proud Globe Life Achievement Award winners celebrated their achievements in February at an exclusive gala. **Congratulations to our top achievers!**



Daniel Paravisini
SALES DIVISION WINNER



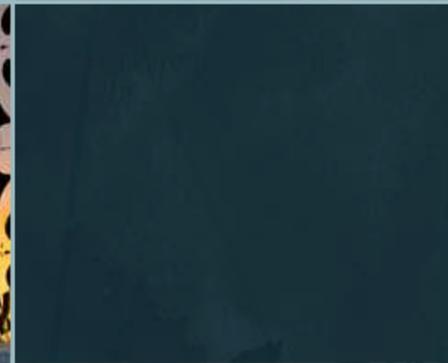
Oleg Novitchii
SALES DIVISION
RUNNER-UP



Astrid Castrillon
PERSONAL RECRUITER DIVISION WINNER



Simon Arias
LEGACY AWARD WINNER





1
MARSHALL FERNANDEZ
RED DEER, AB



2
FIRAT UCAR
PHOENIX, AZ



3
KEVIN MUSAI
LAKEWOOD, OH



4
JUSTIN NEAL
WADSWORTH, OH



5
MATHEW KAHWAJI
ASHLAND, OH



6
SPENCER STOYER
ALTA MONTE SPRINGS, FL



7
NOOR MUSLEH
CLEVELAND, OH



8
BRANDON BENNETT
WEXFORD, PA



9
MICHAEL MALONEY
WEXFORD, PA



10
CONNOR COOK
PAINESVILLE, OH



11
SHANE HAVEL
MOGADORE, OH



12
DALTON CASSAVOY
WASHINGTON, MI



13
CHRISTOPHER RIVES
HOUSTON, TX



14
MICHAEL LEWO
ALTA MONTE SPRINGS, FL



15
NATHAN LABRANCHE
WASHINGTON, MI



16
ERALD TOMORRI
RANCHO SANTA MARGARITA, CA



17
ALEX JANKOWSKI
WEXFORD, PA



18
DAOUD NASER
CLEVELAND, OH



19
SASHA OAKES
DES PLAINES, IL



20
CLAYTON FRIDAY
WEXFORD, PA



ICEBREAKERS
CODY DUBROY
HALIFAX, NS



FRANKO BILBILI
FORT MYERS, FL



MARCOS DELFRADE GONZALEZ
MIAMI LAKES, FL

MARCH

Rank	Net ALP	NTG	RET	MGA	SGA	
1	Marshall Fernandez	\$116,535		91.7	Alon Barnur	AO
2	Firat Ucar	\$105,837	89		Bledar Bane	Dustin Venekamp
3	Kevin Musai	\$91,322	96		Eno Iftiu	AO
4	Justin Neal	\$81,132	97		Eno Iftiu	AO
5	Mathew Kahwaji	\$67,298		84.8	Eno Iftiu	AO
6	Spencer Stoyer	\$64,321	99		Moriah Chandler	Henderson-Locker
7	Noor Musleh	\$54,411	97		Matthew Conrad	S-S-Parks-Salvaggi
8	Brandon Bennett	\$53,863	96		Joseph Crivelli	Simon Arias
9	Michael Maloney	\$51,407		84.6	Jonathan Rindt	Simon Arias
10	Connor Cook	\$50,306	99		Kevin Gillum	AO
11	Shane Havel	\$49,492	97		Arif Hajro	AO
12	Dalton Cassavoy	\$46,639		94.0	Mark Dushaj	AO
13	Christopher Rives	\$44,179	94		Anthony Mazurkewicz	Giddens-Giddens
14	Michael Lewo	\$44,028	98		Moriah Chandler	Henderson-Locker
15	Nathan Labranche	\$43,172	100		Mark Dushaj	AO
16	Erald Tomorri	\$42,806		86.3	Arif Hajro	AO
17	Alex Jankowski	\$40,348	95		Jonathan Rindt	Simon Arias
18	Daoud Naser	\$39,068		81.3	Matthew Conrad	S-S-Parks-Salvaggi
19	Sasha Oakes	\$35,264	97		John Vacca	Tommy Vena
20	Clayton Friday	\$34,984		79.5	Mark Bernsdorff	Simon Arias
21	Ahmad Aqel	\$34,346		82.8	Ervin Metaj	Dustin Venekamp
22	Rachael Frankino	\$33,353	96		Mark Reilly	AO
23	Cody Dubroy	\$31,512	100		Adam Wheeler	Satti-Kanaan
24	Emily Rogers	\$31,313		91.5	Eno Iftiu	AO
25	Nicole Guiho	\$30,928		89.8	Tina Skalkos	AO
26	Byron Patterson	\$30,671	99		Spencer Kozej	Simon Arias
27	Chad Johnson	\$30,638		91.1	Peter Kwiatkowski	S-S-Parks-Salvaggi
28	Franko Bilbili	\$30,627	100		Arif Hajro	AO
29	Jennifer Savino	\$30,204		78.7	Ryan Slone	Albert Serur
30	Jake Kim	\$29,423	92		Zackarea Hakim	AO
31	Malik Blair	\$29,022	100		Andre Bent	Arias-Dlabik
32	Abraham Mogilevsky	\$28,930	90		Tami Chaimov	Jamison Weatherspoon
33	Marian Gerges	\$28,577	95		Fouad Gerges	Satti-Kanaan
34	Evan Pinkerton	\$28,569	97		Joseph Crivelli	Simon Arias
35	Melissa Grieb	\$28,506	94		Eno Iftiu	AO
36	Cameron Labrie	\$28,325	100		Brent Henderson	Simon Arias
37	Patrick Sullivan	\$28,224		81.5	Vincent Massari	Tommy Vena
38	Braydon Cameron	\$27,921	94		Joseph Crivelli	Simon Arias
39	Hilsy Perez	\$27,844	100		Nafic Djendji Abdel Khalek	Jesus Romero
40	Dan Devries	\$27,781		94.6	Zackarea Hakim	AO
41	Marcos Delfrade Gonzalez	\$27,663	100		Dairon Arbona Fonseca	Adel Al Choufi Naim
42	Alexander Gomez	\$27,416	89		Gabriel Rocha	Kevin Holtz
43	Patrice Charles	\$26,990	100		John Catalano	Simon Arias
44	Andi Iftiu	\$26,607		88.1	Eno Iftiu	AO
45	Austin Young	\$26,542	100		Matthew Sutton	Giddens-Giddens
46	Ryan Cummings	\$26,235	100		Ashley Rust	AO
47	Emily Buelow	\$25,864	97		Ervin Metaj	Dustin Venekamp
48	Jordan Brown	\$25,798	93		Moriah Chandler	Henderson-Locker
49	Panaris Bregu	\$25,585	94		Eno Iftiu	AO
50	Robert Burns	\$25,259	90		Daniel Prinzo	S-S-Parks-Salvaggi

YTD

Rank	Net ALP	NTG	RET	MGA	SGA	
*1	Marshall Fernandez	\$223,467		91.7	Alon Barnur	AO
*2	Kevin Musai	\$164,465	96		Eno Iftiu	AO
*3	Firat Ucar	\$135,482	89		Bledar Bane	Dustin Venekamp
*4	Abraham Mogilevsky	\$124,706	90		Tami Chaimov	Jamison Weatherspoon
*5	Mathew Kahwaji	\$123,637		84.8	Eno Iftiu	AO
*6	Justin Neal	\$119,497	97		Eno Iftiu	AO
*7	Brandon Bennett	\$113,262	96		Joseph Crivelli	Simon Arias
*8	Spencer Stoyer	\$112,078	99		Moriah Chandler	Henderson-Locker
*9	Alex Jankowski	\$104,433	95		Jonathan Rindt	Simon Arias
*10	Yoel Chacin Gonzalez	\$93,173	100		Nafic Djendji Abdel Khalek	Jesus Romero
11	Remington Bloch	\$85,977	96		Moriah Chandler	Henderson-Locker
12	Noor Musleh	\$85,277	97		Matthew Conrad	S-S-Parks-Salvaggi
13	Michael Maloney	\$83,992		84.6	Jonathan Rindt	Simon Arias
14	Dalton Cassavoy	\$81,799		94.0	Mark Dushaj	AO
15	Nathan Labranche	\$80,268	100		Mark Dushaj	AO
16	Andi Iftiu	\$75,939		88.1	Eno Iftiu	AO
17	Jordan Brown	\$75,160	93		Moriah Chandler	Henderson-Locker
18	Shiva Latify	\$70,890	97		Ashley Rust	AO
19	Colby Fox	\$70,144	96		Moriah Chandler	Henderson-Locker
20	Rachael Frankino	\$68,909	96		Mark Reilly	AO
21	Shane Havel	\$67,936	97		Arif Hajro	AO
22	Christopher Rives	\$65,897	94		Anthony Mazurkewicz	Giddens-Giddens
23	Jennifer Savino	\$64,678		78.7	Ryan Slone	Albert Serur
24	Sasha Oakes	\$63,736	97		John Vacca	Tommy Vena
25	Braydon Cameron	\$63,712	94		Joseph Crivelli	Simon Arias
26	Ahmad Aqel	\$63,164		82.8	Ervin Metaj	Dustin Venekamp
27	Daoud Naser	\$63,023		81.3	Matthew Conrad	S-S-Parks-Salvaggi
28	Connor Cook	\$60,982	99		Kevin Gillum	AO
29	Cameron Labrie	\$58,502	100		Brent Henderson	Simon Arias
30	Epifania Segovia Barreto	\$58,350		87.0	Jean Romero Capote	Jesus Romero
31	Erald Tomorri	\$57,058		86.3	Arif Hajro	AO
32	Evan Pinkerton	\$56,304	97		Joseph Crivelli	Simon Arias
33	Rosa Colmenares Borrego	\$54,917	100		Nafic Djendji Abdel Khalek	Jesus Romero
34	Mario Borino	\$53,547	87		Jonathan Rindt	Simon Arias
35	Sean Devens	\$53,346	94		Moriah Chandler	Henderson-Locker
36	Emily Rogers	\$52,974		91.5	Eno Iftiu	AO
37	Clayton Friday	\$52,961		79.5	Mark Bernsdorff	Simon Arias
38	Hilsy Perez	\$52,850	100		Nafic Djendji Abdel Khalek	Jesus Romero
39	Hala Herbali	\$51,978	95		Veronica Coval	Laura Fisher
40	Dairon Arbona Fonseca	\$51,607	92		Dairon Arbona Fonseca	Adel Al Choufi Naim
41	Sallie Grayson	\$51,152	91		Ashley Clarke	Ernest Powell
42	Marian Gerges	\$51,105	95		Fouad Gerges	Satti-Kanaan
43	Robert Burns	\$50,331	90		Daniel Prinzo	S-S-Parks-Salvaggi
44	Byron Patterson	\$49,317	99		Spencer Kozej	Simon Arias
45	Ryan Cummings	\$48,787	100		Ashley Rust	AO
46	Jake Kim	\$48,689	92		Zackarea Hakim	AO
47	Marianne Renauld Lopez	\$48,675	100		Edgar Velasquez Romero	Richardson Latino Division
48	Francia Medina	\$48,371	100		Jose Aranguren	Richardson Latino Division
49	Sonia Steele	\$47,694	96		Morgan Tranquist	Andre McCallum
50	Pedro Enrique Colls	\$47,657	100		Edgar Velasquez Romero	Richardson Latino Division

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Rookie Producers list for the month, as well as the next Top 3 in this category.

TPC = 2022 Top Producer Council Member



1
DINA BOGHDADY
STITTSVILLE, OH



2
FELICIA STEELE
BOZEMAN, MT



3
ELVIS TINAJ
UTICA, MI



4
TREVOR BAILEY
HALIFAX, NS



5
TODD KRUPA
STEILACOOM, WA



6
DUNI OLUSEGUN
INDIANAPOLIS, IN



7
JOSHUA DISHONG
COLUMBUS, OH



8
CHRISTIAN GOJCAJ
WASHINGTON TWP, MI



9
ARTURO ROMERO
CLEVELAND, OH



10
OLEG NOVITCHII
CLEVELAND, OH



11
SPENCER KOZEJ
WEXFORD, PA



12
NIKOLLA LULGJURAJ
ROCHESTER, MI



13
NICHOLAS CHUMA
COLUMBUS, OH



14
SALAU KHORRAMI
KIRKLAND, WA



15
ALON BARNUR
EDMONTON, AB



16
BRANDON NEAL
TROY, MI



17
ROGER FUNG
TRACY, CA



18
JOSHUA ELKINS
FAIRBORN, OH



19
TYLER MCKNIGHT
MERIDIAN, ID



20
CHRISTINA SALVATORE
ANAHEIM, CA

MARCH

Rank	Net ALP	NTG	RET	MGA	SGA
1	Dina Boghdady	\$154,593	83.7	Luay Ghawi	AO
2	Felicia Steele	\$111,110	100.0		AO
3	Elvis Tinaj	\$105,036	81.3	Mark Dushaj	AO
4	Trevor Bailey	\$98,058	89.0	Scott Wheeler	Satti-Kanaan
5	Todd Krupa	\$93,385	95.7	Jessica Chang	AO
6	Duni Olusegun	\$88,889	88.7	Duni Olusegun	Phillip Waisman
7	Joshua Dishong	\$88,449	85.8	Joshua Dishong	S-S-Bendure-Hartwig
8	Christian Gojcaj	\$88,003	90.6	Mark Dushaj	AO
9	Arturo Romero	\$86,082	80.0	Arturo Romero	S-S-Parks-Salvaggi
10	Oleg Novitchii	\$78,697	84.2	Eric Thompson	S-S-Parks-Salvaggi
11	Spencer Kozej	\$77,343	77.7	Spencer Kozej	Simon Arias
12	Nikolla Lulgjuraj	\$74,977	87.6	Mark Dushaj	AO
13	Nicholas Chuma	\$74,387	81.3	Nicholas Chuma	S-S-Bendure-Hartwig
14	Salaur Khorrani	\$73,237	88.9	Zackarea Hakim	AO
15	Alon Barnur	\$70,093	94.2		AO
16	Brandon Neal	\$69,263	92.0	Mark Dushaj	AO
17	Roger Fung	\$68,279	83.1		Mathew Hart
18	Joshua Elkins	\$67,407	84.2	Travis Picklesimer	S-S-Bendure-Hartwig
19	Tyler McKnight	\$66,666	87.0	Mark Neilson	AO
20	Christina Salvatore	\$66,036	77.5	Arif Hajro	AO
21	Carrington Hanna	\$65,885	88.5	Eno Iftiu	AO
22	Aaron Ebel	\$63,203	78.7	Arif Hajro	AO
23	Carmen Arroyo	\$59,778	83.4	Carmen Arroyo	Theodore Pappas
24	Joey Kennedy	\$59,443	84.1	Bobby Hamilton	AO
25	Damon Stroup	\$59,066	84.4	Caren Deanda	Mathew Hart
26	Chase Miller	\$58,632	75.7	Chase Miller	S-S-Bendure-Hartwig
27	Alessandro Succurro	\$56,986	91.3	Mark Dushaj	AO
28	Daniel Paravisini	\$56,326	90.3	Daniel Li	AO
29	Klaudio Martinaj	\$56,007	74.1	Eno Iftiu	AO
30	David Rigney	\$55,745	82.7	David Rigney	Kevin Holtz
31	Michael McKiernan	\$55,612	81.5	Michael McKiernan	Dustin Venekamp
32	Scott Whitford	\$54,658	84.1	Saury Espailat	Ryan Bisanz
33	Jessica Davis	\$54,259	96.3		AO
34	Rebecca Amundson	\$54,190	77.8	Dustin Hess	Simon Arias
35	Ian Pickett	\$52,429	79.3	Bobby Gujral	AO
36	Preston Klutz	\$52,315	74.4	Preston Klutz	Dustin Venekamp
37	Matthew Code	\$52,291	81.8	Adam Wheeler	Satti-Kanaan
38	Kelly Nelson	\$51,634	79.6	Jenny Kim	AO
39	Jihad Ottallah	\$51,194	83.3	Matthew Conrad	S-S-Parks-Salvaggi
40	Jenny Kim	\$51,036	80.6		AO
41	Frederick Holguin	\$50,040	100.0	Michael McKiernan	Dustin Venekamp
42	Breana Noggles	\$49,658	76.3		AO
43	Kristi Basho	\$49,449	87.7	Arif Hajro	AO
44	Zackarea Hakim	\$48,169	76.4		AO
45	Michael Giachetti	\$47,091	90.0	Michael Giachetti	S-S-Parks-Salvaggi
46	Stefani Miller	\$47,054	87.6	Joshua Olin	AO
47	Michele Stewart	\$46,963	88.8	Eno Iftiu	AO
48	Silas Merkel	\$46,844	92.2	Derek Foore	S-S-Parks-Salvaggi
49	Muhammad Mansoor	\$46,367	79.8	Jadwiga Martins	AO
50	AshLynn Orng	\$45,154	91	Jenny Kim	AO

ALL TIME RECORD: \$205,781 Net ALP — JOE TOMANOVICH

YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Joshua Dishong	\$305,087	85.8	Joshua Dishong	S-S-Bendure-Hartwig
*2	Duni Olusegun	\$233,083	88.7	Duni Olusegun	Phillip Waisman
*3	Oleg Novitchii	\$221,376	84.2	Eric Thompson	S-S-Parks-Salvaggi
*4	Dina Boghdady	\$180,182	83.7	Luay Ghawi	AO
*5	Todd Krupa	\$159,737	95.7	Jessica Chang	AO
*6	Carmen Arroyo	\$140,280	83.4	Carmen Arroyo	Theodore Pappas
*7	Roger Fung	\$137,641	83.1		Mathew Hart
*8	Salaur Khorrani	\$136,883	88.9	Zackarea Hakim	AO
*9	Arturo Romero	\$135,517	80.0	Arturo Romero	S-S-Parks-Salvaggi
*10	Trevor Bailey	\$134,394	89.0	Scott Wheeler	Satti-Kanaan
11	Nikolla Lulgjuraj	\$128,347	87.6	Mark Dushaj	AO
12	Roger Fredericks	\$127,857	89.2	Adrienne Bragas	AO
13	Elvis Tinaj	\$127,192	81.3	Mark Dushaj	AO
14	Joshua Elkins	\$119,123	84.2	Travis Picklesimer	S-S-Bendure-Hartwig
15	Christian Gojcaj	\$118,044	90.6	Mark Dushaj	AO
16	Aaron Ebel	\$117,243	78.7	Arif Hajro	AO
17	Scott Whitford	\$113,711	84.1	Saury Espailat	Ryan Bisanz
18	Christina Salvatore	\$111,467	77.5	Arif Hajro	AO
19	Felicia Steele	\$111,110	100.0		AO
20	Spencer Kozej	\$107,401	77.7	Spencer Kozej	Simon Arias
21	Joey Kennedy	\$104,867	84.1	Bobby Hamilton	AO
22	Michael van Delft	\$103,641	89.0		Satti-Kanaan
23	Lily Sakai	\$99,895	91.5		Cohen-Velasquez
24	Brandon Neal	\$96,950	92.0	Mark Dushaj	AO
25	Edward Leon	\$96,451	84.1	Mark Dushaj	AO
26	Ian Pickett	\$95,910	79.3	Bobby Gujral	AO
27	Rebecca Amundson	\$94,791	77.8	Dustin Hess	Simon Arias
28	Samuel Marzula	\$93,771	97.7	Joseph Crivelli	Simon Arias
29	Kristi Basho	\$93,052	87.7	Arif Hajro	AO
30	Jihad Ottallah	\$91,689	83.3	Matthew Conrad	S-S-Parks-Salvaggi
31	Alessandro Succurro	\$90,843	91.3	Mark Dushaj	AO
32	Tyler McKnight	\$90,520	87.0	Mark Neilson	AO
33	Derrick Mason	\$89,427	82.0	Derrick Mason	Chad Deley
34	Nancy Djendji	\$88,875	92.8	Nafic Djendji Abdel Khalek	Jesus Romero
35	Alon Barnur	\$88,865	94.2	Alon Barnur	AO
36	Dillon Zartman	\$88,715	78.3	Nicholas Chuma	S-S-Bendure-Hartwig
37	Dianka Blash	\$88,175	86.8	Chris La Fond	AO
38	Blair Sheppard	\$87,702	79.2	Brandon Summerton	AO
39	Klaudio Martinaj	\$84,837	74.1	Eno Iftiu	AO
40	Irma Gallardo	\$84,118	77.6	Steven Warner	AO
41	Carrington Hanna	\$83,744	88.5	Eno Iftiu	AO
42	Alexandra Longo	\$83,621	91.5	Alexandra Longo	Hart-Lewicki
43	Muhammed Ashraf	\$83,056	87.6	Sabrina Ashraf	Theodore Pappas
44	Nicholas Chuma	\$83,007	81.3	Nicholas Chuma	S-S-Bendure-Hartwig
45	David Rigney	\$81,194	82.7	David Rigney	Kevin Holtz
46	Tomarus Burks	\$80,813	76.1	Tomarus Burks	Tom Williams
47	Damon Stroup	\$80,027	84.4	Caren Deanda	Mathew Hart
48	Ladan Rahbary	\$78,255	92.2	Bruce Viaje	AO
49	Jose Cuellar	\$76,799	80.1	Philip Roffi	Cindy Furer
50	Aref Sayegh	\$76,382	89.2		Satti-Kanaan

ALL TIME RECORD: \$911,722 Net ALP — DANIEL PARVASINI

LIFETIME RECORD: \$4,132,988 Net ALP — MAX QUASEM 3/31/22

SUPERVISING AGENTS



1 SEAN TAYLOR
ALAMONTE SPRINGS, FL



2 JAIRO CABRERA ROJAS
RICHARDSON, TX



3 MARIA LA CRUZ
RICHARDSON, TX



4 MELISSA GRIEB
SPOTSVYLVANIA, VA



5 DALTON CASSAVOY
WASHINGTON, MI



6 PEDRO COLLS NUNEZ
RICHARDSON, TX



7 ERALD TOMORRI
RANCHO SANTA MARGARITA, CA



8 NATALY ZEITOUNE
RICHARDSON, TX



9 DAMARIS TREJO
SCHAUMBURG, IL



10 EDUARDO RIVAS
RICHARDSON, TX

MARCH

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Sean Taylor	\$157,722	\$187,209		83.4	Moriah Chandler	Henderson-Locker
2	Jairo Cabrera Rojas	\$127,470	\$130,511	100		Jose Aranguren	Richardson Latino Division
3	Maria La Cruz	\$77,039	\$86,878	100		Jose Aranguren	Richardson Latino Division
4	Melissa Grieb	\$68,309	\$88,604	100		Eno Iftiu	AO
5	Dalton Cassavoy	\$66,298	\$92,613	98		Mark Dushaj	AO
6	Pedro Colls Nunez	\$64,613	\$64,613	100		Edgar Velasquez Romero	Richardson Latino Division
7	Erald Tomorri	\$58,585	\$117,029	92		Arif Hajro	AO
8	Nataly Zeitoune	\$49,213	\$56,242	100		Jose Aranguren	Richardson Latino Division
9	Damaris Trejo	\$48,634	\$72,237	95		Zach Otto	Sabrina Lloyd
10	Eduardo Rivas	\$48,085	\$52,104	100		Jose Aranguren	Richardson Latino Division
11	Gustavo Cardenas Gonzalez	\$43,591	\$46,018	100		Jose Aranguren	Richardson Latino Division
12	Sarelisa Marin De Diaz	\$42,525	\$46,536	100			Richardson Latino Division
13	Adrian Perez Gonzalez	\$41,673	\$41,673	98		Dairon Arbona Fonseca	Adel Al Choufi Naim
14	Alex Jankowski	\$40,690	\$84,866	97		Jonathan Rindt	Simon Arias
15	Kevin Yeager	\$39,010	\$39,010	95		Mark Reilly	AO
16	Elio Mertiri	\$37,741	\$57,981	99		Arif Hajro	AO
17	Christopher Montoni	\$37,280	\$45,317		83.5	Ian Zollos	S-S-Parks-Salvaggi
18	Mariana Landaeta	\$37,245	\$48,689	100		Jose Aranguren	Richardson Latino Division
19	Lindsay Belham	\$37,053	\$38,055	91		Jillian Getz	AO
20	Jakob Terry	\$36,578	\$43,935	98		Spencer Kozej	Simon Arias

ALL TIME RECORDS: \$268,100 1st 6 Mo Agt — JEFFREY HUDSON | \$268,100 Net ALP — JEFFREY HUDSON

YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Sean Taylor	\$379,683	\$425,829		83.4	Moriah Chandler	Henderson-Locker
*2	Jairo Cabrera Rojas	\$237,159	\$247,019	100		Jose Aranguren	Richardson Latino Division
*3	Damaris Trejo	\$144,806	\$186,050	95		Zach Otto	Sabrina Lloyd
*4	Dalton Cassavoy	\$144,014	\$173,223	98		Mark Dushaj	AO
*5	Maria La Cruz	\$90,329	\$102,224	100		Jose Aranguren	Richardson Latino Division
6	Nancy Djendji	\$89,531	\$237,640	98		Nafic Djendji Abdel Khalek	Jesus Romero
7	Melissa Grieb	\$88,788	\$109,084	100		Eno Iftiu	AO
8	Scott Urbanowicz	\$87,581	\$125,201	96		Moriah Chandler	Henderson-Locker
9	Gustavo Cardenas Gonzalez	\$87,131	\$101,256	100		Jose Aranguren	Richardson Latino Division
10	Pedro Colls Nunez	\$83,464	\$87,445	100		Edgar Velasquez Romero	Richardson Latino Division
11	Kevin Yeager	\$79,083	\$78,080	95		Mark Reilly	AO
12	Patrick Sullivan	\$77,397	\$141,435		74.9	Vincent Massari	Tommy Vena
13	Erald Tomorri	\$77,130	\$154,095	92		Arif Hajro	AO
14	Christopher Montoni	\$72,179	\$95,629		83.5	Ian Zollos	S-S-Parks-Salvaggi
15	Jakob Terry	\$69,893	\$84,231	98		Spencer Kozej	Simon Arias
16	Joshua Butrey	\$62,933	\$106,571	99		Ian Zollos	S-S-Parks-Salvaggi
17	Aimee Olson	\$62,756	\$73,090	98		Daniel Zotter	Brett Gryska
18	Robert Burns	\$62,454	\$112,786	93		Daniel Prinzo	S-S-Parks-Salvaggi
19	Carlos Camacho Medina	\$62,419	\$79,069		89.5	Luis Velasquez	Jesus Romero
20	Nataly Zeitoune	\$62,222	\$69,251	100		Jose Aranguren	Richardson Latino Division

ALL TIME RECORDS: \$1,001,807 1st 6 Mo Agt — MORIAH CHANDLER | \$1,476,253 Net ALP — MORIAH CHANDLER

GENERAL AGENTS



1 LUIS BARBARESCO GARCIA
RICHARDSON, TX



2 CARLOS FRIAS CARABALLO
RICHARDSON, TX



3 JOZEF TINAJ
UTICA, MI



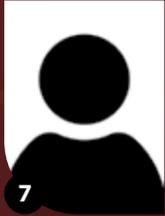
4 KRISTI BASHO
RANCHO SANTA MARGARITA, CA



5 MATHEW KAHWAJI
ASHLAND, OH



6 ROSMERY GOMEZ CASTILLO
RICHARDSON, TX



7 MARIO BORINO
WEXFORD, PA



8 DANNY SOURY
SCHAUMBURG, IL



9 DMITRY PENDRO
WEXFORD, PA



10 FREDERIK DIAZ MATA
RICHARDSON, TX

MARCH

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Luis Barbaresco Garcia	\$244,782	\$252,774	100		Jose Aranguren	Richardson Latino Division
2	Carlos Frias Caraballo	\$226,510	\$250,881	96		Jose Aranguren	Richardson Latino Division
3	Jozef Tinaj	\$119,314	\$397,624		80.5	Mark Dushaj	AO
4	Kristi Basho	\$89,996	\$196,798	95		Arif Hajro	AO
5	Mathew Kahwaji	\$89,870	\$230,454	95		Eno Iftiu	AO
6	Rosmery Gomez Castillo	\$85,659	\$98,056	100		Edgar Velasquez Romero	Richardson Latino Division
7	Mario Borino	\$85,381	\$109,447	95		Jonathan Rindt	Simon Arias
8	Danny Soury	\$82,847	\$146,066		82.4	Zach Otto	Sabrina Lloyd
9	Dmitry Pendro	\$78,786	\$109,161	98		Joseph Crivelli	Simon Arias
10	Frederik Diaz Mata	\$75,801	\$89,903	100			Richardson Latino Division
11	Charlie Bermudez	\$71,235	\$90,357	94		Alejandra Ramos	Hemerson Gonzalez
12	Zachary Hager	\$70,280	\$132,875	97		Ian Zollos	S-S-Parks-Salvaggi
13	Noah Vongunden	\$63,000	\$88,227	97		Spencer Kozej	Simon Arias
14	Havis Alvarado	\$61,910	\$122,743	91		Nairobi Contreras	Hemerson Gonzalez
15	Michael Maloney	\$59,724	\$109,901	97		Jonathan Rindt	Simon Arias
16	Francisco Morell	\$56,672	\$64,693	100		Edgar Velasquez Romero	Richardson Latino Division
17	Nathaniel Magda	\$54,118	\$61,134	99		Kevin Gillum	AO
18	Tyler Tasa	\$50,816	\$85,389	99		Alec Seibold	Josh West
19	Braydon Cameron	\$50,347	\$80,602	99		Joseph Crivelli	Simon Arias
20	Brenna Behan	\$47,098	\$101,184	93		Jillian Getz	AO

ALL TIME RECORDS: \$470,416 1st 6 Mo Agt — JEFFREY HUDSON | \$473,032 Net ALP — JEFFREY HUDSON

YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Luis Barbaresco Garcia	\$608,475	\$621,121	100		Jose Aranguren	Richardson Latino Division
*2	Carlos Frias Caraballo	\$338,520	\$372,076	96		Jose Aranguren	Richardson Latino Division
*3	Jozef Tinaj	\$260,679	\$737,425		80.5	Mark Dushaj	AO
*4	Danny Soury	\$258,130	\$408,811		82.4	Zach Otto	Sabrina Lloyd
*5	Frederik Diaz Mata	\$203,667	\$231,495	100			Richardson Latino Division
6	Charlie Bermudez	\$191,754	\$215,351	94		Alejandra Ramos	Hemerson Gonzalez
7	Francisco Morell	\$169,253	\$180,280	100		Edgar Velasquez Romero	Richardson Latino Division
8	Bryce Engstrom	\$167,544	\$218,054	94		Brandon Minor	AO
9	Mario Borino	\$161,892	\$223,424	95		Jonathan Rindt	Simon Arias
10	Dmitry Pendro	\$161,235	\$208,962	98		Joseph Crivelli	Simon Arias
11	Rosmery Gomez Castillo	\$156,776	\$173,278	100		Edgar Velasquez Romero	Richardson Latino Division
12	Mathew Kahwaji	\$147,104	\$377,339	95		Eno Iftiu	AO
13	Zachary Hager	\$143,999	\$278,062	97		Ian Zollos	S-S-Parks-Salvaggi
14	Kristi Basho	\$130,833	\$280,619	95		Arif Hajro	AO
15	Connor O'Donnell	\$123,057	\$277,851		81.3	Arturo Romero	S-S-Parks-Salvaggi
16	Katie Stahulak	\$113,682	\$281,987		87.8		Sabrina Lloyd
17	Joshua Notte	\$110,130	\$214,882	93		Daniel Prinzo	S-S-Parks-Salvaggi
18	Michael Maloney	\$107,259	\$179,739	97		Jonathan Rindt	Simon Arias
19	Noah Vongunden	\$104,170	\$155,505	97		Spencer Kozej	Simon Arias
20	Tyler Tasa	\$100,805	\$189,235	99		Alec Seibold	Josh West

ALL TIME RECORDS: \$2,035,593 1st 6 Mo Agt — MEGAN JOHNSON | \$2,259,927 Net ALP — MEGAN JOHNSON

CATEGORIES I-XII



ENO IFTIU
DELAWARE, OH



ARIF HAJRO
CORONA, CA



MARK BERNSDORFF
WEXFORD, PA



PAUL SAMRA
CONCORD, CA



BRODY MAUGHAN-EVANSON
WEXFORD, PA



NICHOLAS CHUMA
COLUMBUS, OH



STUART PAGAN
TRACY, CA



TRAVIS PICKLESIMER
FAIRBORN, OH



KIMBERLY HAMILTON
ROCHESTER, NY



ALEC SEIBOLD
INDIANAPOLIS, IN



CONOR MARKINS
WEXFORD, PA



JONATHAN RINDT
WEXFORD, PA

LC = 2022 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Master General Agents in Categories I-XX with minimum 10% growth and the top ten Rookies with minimum 100% Performance Factor. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2022 Awards Presentation are the top MGA per category from Categories I-XX based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

MARCH

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Eno Iftiu	410.1%	\$746,405	\$146,335	85.5	AO	
Zach Otto	140.5%	\$226,601	\$94,232	86.9	Sabrina Lloyd	
Patrycja Grudzinska	125.5%	\$207,346	\$91,943	83.6	Sabrina Lloyd	
II Arif Hajro	410.0%	\$614,659	\$120,518	84.7	AO	
Matthew Conrad	155.9%	\$281,034	\$109,839	84.2	S-S-Parks-Salvaggi	
Britton Costa	83.2%	\$259,167	\$141,463	75.6	Simon Arias	
III Mark Bernsdorff	161.1%	\$265,212	\$101,589	78.4	Simon Arias	
Jenny Kim	82.6%	\$269,495	\$147,603	77.1	AO	
Bruce Viaje	79.1%	\$207,781	\$116,037	81.1	AO	
IV Paul Samra	127.6%	\$118,866	\$52,225	85.9	Andrew McQuade	
Duni Olusegun	119.4%	\$155,978	\$71,090	85.5	Phillip Waisman	
James Sodan	43.0%	\$128,263	\$89,704	84.2	Nick Moore	
V Brody Maughan-Evanson	543.5%	\$248,352	\$38,592	82.5	Simon Arias	
Scott Wheeler	272.0%	\$134,375	\$36,126	87.3	Satti-Kanaan	
Michael McKiernan	166.4%	\$231,200	\$86,787	82.2	Dustin Venekamp	
VI Nicholas Chuma	302.8%	\$189,461	\$47,038	81.3	S-S-Bendure-Hartwig	
Jean M Joseph	193.3%	\$137,727	\$46,964	78.4	Tom Williams	
Luay Ghawi	158.7%	\$194,758	\$75,283	83.3	AO	
VII Stuart Pagan	194.4%	\$132,243	\$44,917	85.9	Mathew Hart	
Gabriela Sime	176.6%	\$90,358	\$32,668	78.0	Fisher-Zuzick	
Carlo Buhay	150.7%	\$126,659	\$50,518	79.7	AO	
VIII Travis Picklesimer	151.8%	\$119,667	\$47,516	87.0	S-S-Bendure-Hartwig	
Phi Phan	103.5%	\$109,814	\$53,967	87.1	Desi Dimitrova	
Brent Bowling	97.4%	\$90,795	\$45,995	81.9	S-S-Parks-Salvaggi	
IX Kimberly Hamilton	220.4%	\$112,929	\$35,250	82.5	Brett Gryska	
Jesse Doherty	177.7%	\$129,578	\$46,668	74.2	AO	
Tami Chaimov	144.0%	\$78,677	\$32,250	83.1	Jamison Weatherspoon	
X Alec Seibold	182.1%	\$90,962	\$32,250	85.7	Josh West	
Tomarus Burks	160.2%	\$98,418	\$37,825	76.5	Tom Williams	
Adam Wheeler	148.4%	\$122,716	\$49,411	79.9	Satti-Kanaan	
XI Conor Markins	230.6%	\$132,061	\$39,950	85.5	Simon Arias	
Andrew Chambers	173.6%	\$88,248	\$32,250	79.8	Phillip Prata	
Veronica Coval	153.8%	\$81,852	\$32,250	80.0	Laura Fisher	
XII Jonathan Rindt	608.5%	\$228,491	\$32,250	82.8	Simon Arias	
Alon Barnur	294.0%	\$127,049	\$32,250	90.2	AO	
Justin Hermann	257.8%	\$115,379	\$32,250	75.1	Dustin Venekamp	

ALL TIME RECORD: \$697,842 Net ALP — DAVID CARPENTER

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Eno Iftiu	93.9%	\$1,280,188	\$660,358	85.5	AO	
Mark Neilson	40.1%	\$692,337	\$494,311	79.1	AO	
Joe Lewo	35.0%	\$613,249	\$454,309	83.7	Henderson-Locker	
II Arif Hajro	149.9%	\$1,104,339	\$441,916	84.7	AO	
Matthew Conrad	57.6%	\$592,267	\$375,815	84.2	S-S-Parks-Salvaggi	
Britton Costa	54.3%	\$523,358	\$339,156	75.6	Simon Arias	
III Mark Bernsdorff	59.3%	\$465,727	\$292,363	78.4	Simon Arias	
Jenny Kim	40.8%	\$446,601	\$317,152	77.1	AO	
Bruce Viaje	28.4%	\$399,937	\$311,395	81.1	AO	
IV Duni Olusegun	44.0%	\$340,916	\$236,714	85.5	Phillip Waisman	
Daniel Prinzo	32.0%	\$347,463	\$263,135	82.8	S-S-Parks-Salvaggi	
Paul Samra	30.5%	\$313,886	\$240,496	85.9	Andrew McQuade	
V Brody Maughan-Evanson	218.6%	\$681,501	\$213,876	82.5	Simon Arias	
Joshua Dishong	78.2%	\$364,905	\$204,718	87.4	S-S-Bendure-Hartwig	
Michael McKiernan	48.3%	\$314,511	\$212,129	82.2	Dustin Venekamp	
VI Nicholas Chuma	102.2%	\$380,881	\$188,335	81.3	S-S-Bendure-Hartwig	
Vincent Massari	59.1%	\$300,514	\$188,828	75.6	Tommy Vena	
Jean M Joseph	53.3%	\$297,354	\$194,016	78.4	Tom Williams	
VII Jessica Chang	98.9%	\$320,871	\$161,323	75.0	AO	
Gregory Rudolph	47.3%	\$257,386	\$174,698	80.1	Simon Arias	
Jason Bratin	40.3%	\$238,352	\$169,864	83.7	Simon Arias	
VIII Phi Phan	84.1%	\$278,717	\$151,378	87.1	Desi Dimitrova	
Travis Picklesimer	57.6%	\$246,080	\$156,140	87.0	S-S-Bendure-Hartwig	
Bobby Hamilton	50.3%	\$227,144	\$151,120	74.3	AO	
IX Tami Chaimov	86.1%	\$258,986	\$139,145	83.1	Jamison Weatherspoon	
Kimberly Hamilton	79.1%	\$242,321	\$135,274	82.5	Brett Gryska	
Kamal Tayyib	50.2%	\$204,564	\$136,240	81.1	Andrew McQuade	
X Alec Seibold	123.5%	\$216,194	\$96,750	85.7	Josh West	
Tomarus Burks	77.3%	\$216,425	\$122,054	76.5	Tom Williams	
Adam Wheeler	74.1%	\$219,413	\$126,013	79.9	Satti-Kanaan	
XI Conor Markins	138.9%	\$259,877	\$108,800	85.5	Simon Arias	
Veronica Coval	68.9%	\$187,494	\$111,029	80.0	Laura Fisher	
Kelly Schoenherr	53.7%	\$172,324	\$112,113	83.4	Phillip Prata	
XII Jonathan Rindt	348.1%	\$457,337	\$102,053	82.8	Simon Arias	
Alon Barnur	139.7%	\$240,100	\$100,156	90.2	AO	
Chase Miller	111.4%	\$220,843	\$104,457	76.9	S-S-Bendure-Hartwig	

ALL TIME RECORD: \$4,005,969 Net ALP — MARC SALVAGGI

CATEGORIES XIII-XX & ROOKIE



XIII
NAKITA FORTIN
METAIRIE, LA



XIV
PETER KWIATKOWSKI
BRUNSWICK, OH



XV
ALEXANDRA LONGO
SAN BERNARDINO, CA



XVI
NABIL ATALLAH
EDISON, NJ



XVII
WALTER ICAZA
MIAMI, FL



XVIII
JOSE CASTILLO
LOS ANGELES, CA



XIX
FRANCESCA VELTRI
EDISON, NJ



Rookie
JOSE ARANGUREN
RICHARDSON, TX

MARCH

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
XIII Nakita Fortin	139.3%	\$83,789	\$35,015	84.0	Denis-Michael Catalano	
Mark Auvil	128.2%	\$73,594	\$32,250	75.6	Simon Arias	
Christopher Bentley	59.7%	\$71,057	\$44,493	76.0	AO	
XIV Peter Kwiatkowski	88.7%	\$60,850	\$32,250	88.2	S-S-Parks-Salvaggi	
Hasan Ghazal	86.4%	\$60,105	\$32,250	85.3	Satti-Kanaan	
Magda Figueiredo	55.4%	\$50,122	\$32,250	82.5	Giglione-Ackerman	
XV Alexandra Longo	97.3%	\$63,641	\$32,250	92.8	Hart-Lewicki	
Jadwiga Martins	76.3%	\$56,856	\$32,250	77.4	AO	
Ryan Hall	42.9%	\$46,089	\$32,250	91.7	Laura Fisher	
XVI Nabil Atallah	143.7%	\$78,598	\$32,250	78.2	Giglione-Ackerman	
David Rigney	118.2%	\$70,363	\$32,250	74.8	Kevin Holtz	
Cole Hatfield	89.0%	\$60,968	\$32,250	76.1	Simon Arias	
XVII Walter Icaza	48.7%	\$54,395	\$36,584	81.6	Beto Quintero	
Cristina Fox	25.6%	\$40,493	\$32,250	79.3	Giglione-Ackerman	
XVIII Jose Castillo	7.7%	\$34,740	\$32,250	80.3	Cohen-Velasquez	
XIX Francesca Veltri	111.3%	\$68,142	\$32,250	82.6	Giglione-Ackerman	

ALL TIME RECORD: \$697,842 Net ALP — DAVID CARPENTER

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
XIII Nakita Fortin	74.8%	\$169,072	\$96,750	84.0	Denis-Michael Catalano	
Adrienne Bragas	72.0%	\$166,403	\$96,750	80.8	AO	
Gary Slocum	67.3%	\$161,893	\$96,750	75.9	Desi Dimitrova	
XIV Cody Gardner	57.8%	\$152,668	\$96,750	78.1	Albert Serur	
Magda Figueiredo	47.7%	\$142,930	\$96,750	82.5	Giglione-Ackerman	
Hasan Ghazal	45.7%	\$140,930	\$96,750	85.3	Satti-Kanaan	
XV Alexandra Longo	43.2%	\$138,587	\$96,750	92.8	Hart-Lewicki	
Justin Adams	10.6%	\$106,981	\$96,750	87.2	Simon Arias	
John Catalano	10.6%	\$106,980	\$96,750	80.0	Simon Arias	
XVI Nabil Atallah	29.0%	\$124,786	\$96,750	78.2	Giglione-Ackerman	
John Collins	24.2%	\$120,132	\$96,750	83.2	AO	
Cole Hatfield	18.8%	\$114,953	\$96,750	76.1	Simon Arias	
XVII Walter Icaza	56.8%	\$151,661	\$96,750	81.6	Beto Quintero	
XIX Francesca Veltri	34.4%	\$130,072	\$96,750	82.6	Giglione-Ackerman	

ALL TIME RECORD: \$4,005,969 Net ALP — MARC SALVAGGI

MARCH ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Jose Aranguren	586.1%	\$189,026	\$32,250	213,396	97	Richardson Latino Division	
Mark Dushaj	521.3%	\$168,122	\$32,250	805,264	82.2	AO	
Moriah Chandler	509.9%	\$164,430	\$32,250	246,903	83.9	Henderson-Locker	
Edgar Velasquez Romero	434.4%	\$140,085	\$32,250	156,471	99	Richardson Latino Division	
Joseph Crivelli	417.0%	\$134,481	\$32,250	211,163	97	Simon Arias	
Adianeza Rodriguez	267.2%	\$86,183	\$32,250	105,657	75.1	Hemerson Gonzalez	
Spencer Kozej	260.7%	\$84,091	\$32,250	207,809	90	Simon Arias	
Alejandra Ramos	231.5%	\$74,645	\$32,250	104,827	90	Hemerson Gonzalez	
Ian Zollos	214.7%	\$69,226	\$32,250	122,251	77.4	S-S-Parks-Salvaggi	
Nairobi Contreras	191.6%	\$61,785	\$32,250	129,431	76.3	Hemerson Gonzalez	

YTD ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Moriah Chandler	486.5%	\$470,704	\$96,750	645,972	83.9	Henderson-Locker	
Edgar Velasquez Romero	483.0%	\$467,268	\$96,750	488,655	99	Richardson Latino Division	
Mark Dushaj	343.3%	\$332,182	\$96,750	1,409,030	82.2	AO	
Joseph Crivelli	332.4%	\$321,607	\$96,750	518,969	97	Simon Arias	
Jose Aranguren	331.7%	\$320,923	\$96,750	349,046	97	Richardson Latino Division	
Adianeza Rodriguez	204.1%	\$197,440	\$96,750	215,182	75.1	Hemerson Gonzalez	
Alejandra Ramos	198.5%	\$192,071	\$96,750	214,230	90	Hemerson Gonzalez	
Nafic Djendji Abdel Khalek	184.9%	\$178,911	\$96,750	471,179	79.1	Jesus Romero	
Spencer Kozej	155.2%	\$150,153	\$96,750	342,015	90	Simon Arias	
Ian Zollos	140.5%	\$135,949	\$96,750	253,979	77.4	S-S-Parks-Salvaggi	

LC = 2022 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Master General Agents in Categories I-XX with minimum 10% growth and the top ten Rookies with minimum 100% Performance Factor. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2022 Awards Presentation are the top MGA per category from Categories I-XX based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

CATEGORIES I-VIII



MARIO HAJRO
SAN CLEMENTE, CA



BRODY MAUGHAN-EVANSON
WEXFORD, PA



ENO IFTIU
DELAWARE, OH



MARK DUSHAJ
WASHINGTON, MI



ARIF HAJRO
CORONA, CA



CHASE MILLER
COLUMBUS, OH



JESSICA CHANG
STEILACOOM, WA



ANDREW CHAMBERS
MIDDLETOWN, CT

LC = 2022 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Regional General Agents in Categories I-XVI with minimum 10% growth. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2022 Awards Presentation are the top RGA per category from Categories I-XVI based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

MARCH

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Mario Hajro	355.8%	\$2,307,263	\$506,191		83.7	AO
Bobby Gujral	70.8%	\$826,133	\$483,756		82.3	AO
Robert Janev	59.8%	\$647,536	\$405,135		81.7	Sabrina Lloyd
II Brody Maughan-Evanson	97.1%	\$384,229	\$194,953		78.2	Simon Arias
Taulant Bane	89.2%	\$293,155	\$154,943		81.5	Dustin Venekamp
Justin Adams	88.1%	\$511,395	\$271,848		79.8	Simon Arias
III Eno Iftiu	399.7%	\$731,204	\$146,335		85.5	AO
Scott Wheeler	70.3%	\$398,694	\$234,068		84.2	Satti-Kanaan
James Sodan	45.5%	\$318,621	\$218,932		81.8	Nick Moore
IV Mark Dushaj	2406.4%	\$808,320	\$32,250		81.6	AO
Astrid Castrillon	177.5%	\$332,427	\$119,775		74.7	Hemerson Gonzalez
Brandon Summerton	79.7%	\$313,353	\$174,353		77.5	AO
V Arif Hajro	453.9%	\$639,021	\$115,363		84.7	AO
Patrycja Grudzinska	192.5%	\$207,346	\$70,888		83.5	Sabrina Lloyd
Gregory Rudolph	147.2%	\$372,611	\$150,713		78.7	Simon Arias
VI Chase Miller	361.2%	\$347,524	\$75,355		80.4	S-S-Bendure-Hartwig
Tyler Boulden	185.9%	\$234,728	\$82,089		86.0	Josh West
Mark Bernsdorff	129.4%	\$295,492	\$128,806		78.0	Simon Arias
VII Jessica Chang	302.6%	\$420,377	\$104,408		78.1	AO
Melinda-Rae Lyse	205.8%	\$240,105	\$78,526		85.5	AO
David Quevillon	180.3%	\$192,744	\$68,771	92		Mathew Hart
VIII Andrew Chambers	154.8%	\$163,007	\$63,964		81.6	Philip Prata
Duni Olusegun	139.3%	\$169,831	\$70,979		84.3	Phillip Waisman
Paul Samra	127.3%	\$117,047	\$51,487		85.9	Andrew McQuade

ALL TIME RECORD: \$1,348,288 Net ALP — MARK NEILSON

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Mario Hajro	111.9%	\$4,096,090	\$1,932,706		83.7	AO
Mark Neilson	32.1%	\$2,361,161	\$1,787,989		79.7	AO
Bobby Gujral	23.1%	\$1,596,829	\$1,297,669		82.3	AO
II Matthew Diulus	42.8%	\$1,109,842	\$777,028		77.1	Simon Arias
Justin Adams	42.1%	\$1,091,151	\$767,839		79.8	Simon Arias
Eric Thompson	41.4%	\$1,141,460	\$807,098		82.6	S-S-Parks-Salvaggi
III Eno Iftiu	92.9%	\$1,272,150	\$659,547		85.5	AO
Scott Wheeler	32.2%	\$793,987	\$600,621		84.2	Satti-Kanaan
Matthew Conrad	18.9%	\$815,380	\$685,941		84.5	S-S-Parks-Salvaggi
IV Mark Dushaj	173.3%	\$1,412,086	\$516,744		81.6	AO
Andrew Bishop	36.3%	\$772,345	\$566,522		87.0	AO
Britton Costa	33.0%	\$690,284	\$519,038		80.1	Simon Arias
V Arif Hajro	139.3%	\$1,139,843	\$476,401		84.7	AO
Bobby Hamilton	66.1%	\$737,537	\$443,983		76.4	AO
Gregory Rudolph	56.1%	\$720,433	\$461,468		78.7	Simon Arias
VI Chase Miller	132.3%	\$747,399	\$321,712		80.4	S-S-Bendure-Hartwig
Tyler Boulden	83.2%	\$562,493	\$306,978		86.0	Josh West
Mark Bernsdorff	48.7%	\$536,870	\$361,021		78.0	Simon Arias
VII Jessica Chang	160.1%	\$716,257	\$275,328		78.1	AO
Chris La Fond	72.1%	\$544,077	\$316,214		81.8	AO
Justin Sutton	62.5%	\$509,102	\$313,279		78.8	Giddens-Giddens
VIII Daryl Graham	96.9%	\$471,611	\$239,521		79.0	S-S-Parks-Salvaggi
Gary Slocum	79.5%	\$478,572	\$266,594		82.1	Desi Dimitrova
David Rigney	52.7%	\$367,073	\$240,313		81.4	Kevin Holtz

ALL TIME RECORD: \$9,042,633 Net ALP — MATTHEW PARKS

CATEGORIES IX–XVI



IX

CARLO BUHAY
WINNIPEG, MB



X

NICHOLAS CHUMA
COLUMBUS, OH



XI

JUSTIN HERMANN
IRVING, TX



XII

CONNER WHITE
LOMBARD, IL



XIII

JAMES MARKS
WEXFORD, PA



XIV

ROSS EWEN
CINCINNATI, OH



XV

STEVE BRYANT
CINCINNATI, OH



XVI

RAYMOND RISUCCI
VALHALLA, NY

CC = 2022 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Regional General Agents in Categories I–XVI with minimum 10% growth. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2022 Awards Presentation are the top RGA per category from Categories I–XVI based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

MARCH

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
IX Carlo Buhay	160.3%	\$154,690	\$59,423		80.7	AO
Saury Espaillat	135.9%	\$116,248	\$49,287		74.1	Ryan Bisanz
Jean M Joseph	116.0%	\$137,727	\$63,751		77.7	Tom Williams
X Nicholas Chuma	327.2%	\$197,071	\$46,130		81.3	S-S-Bendure-Hartwig
Jesse Doherty	163.6%	\$186,434	\$70,718		75.4	AO
Doron Freud	126.7%	\$145,664	\$64,247		79.6	Gigliione-Ackerman
XI Justin Hermann	210.8%	\$161,503	\$51,956		74.8	Dustin Venekamp
Travis Picklesimer	151.8%	\$119,667	\$47,516		87.0	S-S-Bendure-Hartwig
Nicole Preston	130.8%	\$113,949	\$49,368		80.7	Kris Thieme
XII Conner White	141.4%	\$77,846	\$32,250		75.1	Arias-Dlabik
Massoud Vaziri	133.7%	\$83,200	\$35,603		80.3	AO
Daniel Orr	100.9%	\$70,269	\$34,970		84.7	Satti-Kanaan
XIII James Marks	502.0%	\$243,534	\$40,457		85.1	Simon Arias
Brandon Schwed	457.1%	\$199,849	\$35,871	93		Kevin Holtz
Alon Barnur	294.0%	\$127,049	\$32,250		89.8	AO
XIV Ross Ewen	111.0%	\$81,146	\$38,457		83.8	Kevin Holtz
Richard Whyte	86.4%	\$60,119	\$32,250		74.5	AO
Michael Wright	69.4%	\$54,621	\$32,250		76.2	Kris Thieme
XV Steve Bryant	192.3%	\$94,276	\$32,250		91	Kevin Holtz
Kingsley Ibeh	74.6%	\$56,319	\$32,250		80.1	Dustin Venekamp
John Collins	44.6%	\$46,618	\$32,250		83.2	AO
XVI Raymond Risucci	414.5%	\$165,927	\$32,250		90	Moore-DeFurio
Tucker Gregor	134.4%	\$75,591	\$32,250		97	West-Moody
Elvis Cartaya	129.3%	\$73,948	\$32,250		95	AO

ALL TIME RECORD: \$1,348,288 Net ALP — MARK NEILSON

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
IX Jean M Joseph	47.7%	\$297,354	\$201,367		77.7	Tom Williams
Slavita Hut	30.6%	\$289,267	\$221,433		84.1	John Young
William Parmeter	29.3%	\$275,273	\$212,827		82.1	Brett Gryska
X Nicholas Chuma	118.5%	\$394,095	\$180,336		81.3	S-S-Bendure-Hartwig
Jeffrey A Smith	75.3%	\$330,208	\$188,356		80.3	Simon Arias
Alexis Pineiro	58.0%	\$281,799	\$178,378		81.0	Cohen-Velasquez
XI Phi Phan	82.1%	\$275,640	\$151,378		87.1	Desi Dimitrova
Jesse Rennich	65.6%	\$291,277	\$175,929		75.4	Simon Arias
Justin Hermann	59.6%	\$265,354	\$166,264		74.8	Dustin Venekamp
XII Michael Botond	52.2%	\$181,513	\$119,256		76.6	AO
Steven Warner	48.2%	\$174,570	\$117,759		77.5	AO
Daniel Orr	41.7%	\$178,594	\$126,028		84.7	Satti-Kanaan
XIII James Marks	307.6%	\$473,708	\$116,224		85.1	Simon Arias
Brandon Schwed	258.3%	\$346,612	\$96,750	93		Kevin Holtz
Conor Markins	146.7%	\$261,271	\$105,908		85.5	Simon Arias
XIV Ross Ewen	27.0%	\$137,056	\$107,934		83.8	Kevin Holtz
Richard Whyte	14.5%	\$110,769	\$96,750		74.5	AO
Michael Wright	12.8%	\$109,101	\$96,750		76.2	Kris Thieme
XV Steve Bryant	91.9%	\$185,673	\$96,750		91	Kevin Holtz
Thomas J Vena	68.3%	\$162,833	\$96,750		74.4	Tommy Vena
Kingsley Ibeh	56.4%	\$151,315	\$96,750		80.1	Dustin Venekamp
XVI Raymond Risucci	254.5%	\$342,954	\$96,750		90	Moore-DeFurio
Tucker Gregor	88.9%	\$182,747	\$96,750		97	West-Moody
Elvis Cartaya	60.3%	\$155,111	\$96,750		95	AO

ALL TIME RECORD: \$9,042,633 Net ALP — MATTHEW PARKS

CATEGORIES I-VII



S-S-PARKS-SALVAGGI



S-S-BENDURE-HARTWIG



DARCY SCHRIEBER



JOSH WEST



CINDY FURER



RYAN BISANZ



JOSE CARVAJAL

EC = 2022 Executive Council Member

Spotlight recognizes SGAs in Categories I-XII based on positive Net ALP Growth and Cat XIII based on % of Net ALP Objective (minimum 100%). The SGAs that will be recognized at the 2022 Awards Presentation are the top SGA per category from Categories I-XII based on Net ALP Growth (minimum 15%) and Cat XIII based on % of Net ALP Objective (minimum 100%); the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Minimum quality standards apply for recognition.

TOP % OF NET ALP OBJ



GIDDENS-GIDDENS
Category VI
182.0



KEVIN HOLTZ
Category VII
202.8

MARCH

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
I S-S-Parks-Salvaggi	130.4	\$2,137,806	\$1,640,000		83.0	15.3
Simon Arias	136.4	\$2,824,573	\$2,070,100		78.1	8.9
AO	135.3	\$9,832,663	\$7,267,000		81.5	1.6
Sabrina Lloyd	129.3	\$751,625	\$581,100		81.5	0.8
II S-S-Bendure-Hartwig	140.3	\$833,333	\$594,000		84.5	58.3
Mathew Hart	135.8	\$504,628	\$371,500		82.4	55.7
Beto Quintero	120.4	\$522,211	\$433,800		84.5	11.4
III Darcy Schrieber	133.9	\$324,678	\$242,500	98		45.3
Satti-Kanaan	142.7	\$539,335	\$378,000		84.3	28.0
Nick Moore	122.0	\$509,174	\$417,300		83.0	21.6
IV Josh West	150.6	\$411,227	\$273,100		87.0	36.4
Andrew McQuade	145.7	\$358,785	\$246,300		83.2	30.6
Tom Williams	124.7	\$454,999	\$364,800		77.5	21.2
Philip Prata	150.7	\$376,906	\$250,100		80.8	13.8
V Cindy Furer	153.8	\$355,279	\$231,000		77.8	60.8
Tommy Vena	139.9	\$318,922	\$228,000		74.7	6.8
VI Ryan Bisanz	145.8	\$247,650	\$169,900		74.2	30.1
Giddens-Giddens	182.0	\$281,084	\$154,400		79.0	30.0
VII Jose Carvajal	168.3	\$209,990	\$124,800		80.0	56.5
Kevin Holtz	202.8	\$311,226	\$153,500		80.8	48.7
Denis-Michael Catalano	169.5	\$232,858	\$137,400		79.7	42.5
Fisher-Zuzick	149.6	\$164,897	\$110,200		77.7	35.2
Blake Ralston	112.5	\$154,377	\$137,200		79.4	9.4

YTD

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
I Sabrina Lloyd	104.3	\$1,817,786	\$1,743,300		81.5	19.9
S-S-Parks-Salvaggi	101.5	\$4,991,578	\$4,920,000		83.0	16.7
Simon Arias	99.9	\$6,203,112	\$6,210,300		78.1	14.9
AO	89.7	\$19,641,324	\$21,897,400		81.5	3.6
II S-S-Bendure-Hartwig	114.9	\$2,048,212	\$1,782,000		84.5	32.2
Beto Quintero	101.2	\$1,316,453	\$1,301,400		84.5	16.3
Mathew Hart	93.5	\$1,042,077	\$1,114,500		82.4	7.5
Brett Gryska	89.5	\$1,844,915	\$2,062,500		82.2	2.7
Cohen-Velasquez	88.4	\$1,440,928	\$1,630,200		82.7	1.7
III Darcy Schrieber	55.2	\$372,363	\$675,100	98		66.7
Satti-Kanaan	104.1	\$1,180,966	\$1,134,000		84.3	19.8
IV Andrew McQuade	133.7	\$987,968	\$738,900		83.2	53.8
Josh West	117.3	\$960,794	\$819,300		87.0	34.9
Philip Prata	112.5	\$844,277	\$750,300		80.8	29.4
Tom Williams	97.6	\$1,067,658	\$1,094,400		77.5	12.2
V Cindy Furer	104.1	\$721,652	\$693,000		77.8	19.8
Tommy Vena	95.0	\$649,871	\$684,000		74.7	9.3
VI Ryan Bisanz	120.7	\$615,309	\$509,700		74.2	38.9
Giddens-Giddens	118.1	\$546,980	\$463,200		79.0	35.9
Slav Bitman	97.0	\$601,826	\$620,700		86.4	11.5
VII Fisher-Zuzick	130.3	\$430,931	\$330,600		77.7	50.0
Kevin Holtz	118.8	\$546,887	\$460,500		80.8	36.6
Denis-Michael Catalano	106.6	\$439,432	\$412,200		79.7	22.6
Jose Carvajal	93.5	\$350,169	\$374,400		80.0	7.6

CATEGORIES VIII–XIII



VIII
DESI DIMITROVA




IX
HART-LEWICKI



X
JOHN YOUNG



XII
NICOLE SANDERS




XIII
MOORE-DEFURIO

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TOP % OF NET ALP OBJ ▶




MOORE-DEFURIO
Category XIII
434.1

MARCH

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
VIII Desi Dimitrova	120.9	\$213,827	\$176,800		81.7	39.2
Saavedra-Longino	114.3	\$129,005	\$112,900		80.2	28.1
Byron Paz	130.0	\$153,221	\$117,900		77.4	11.6
Tiffany Wagner	106.7	\$143,312	\$134,300		83.0	11.0
IX Hart-Lewicki	142.3	\$115,425	\$81,100		81.7	31.2
Oldham-Moore	140.1	\$186,705	\$133,300		75.5	22.9
X John Young	151.5	\$126,655	\$83,600		84.5	36.9
Mark Beckford	122.3	\$102,862	\$84,100		79.2	14.2
Kris Thieme	136.2	\$120,264	\$88,300		78.6	13.5
XII Nicole Sanders	98.5	\$36,434	\$37,000		81.9	66.1
Williams-Akinade	147.0	\$84,393	\$57,400	88		59.9
Williams-Musso	122.3	\$122,746	\$100,400	94		34.1
XIII Moore-DeFurio	434.1	\$160,623	\$37,000		96	N/A
Almeida-Graham	180.9	\$66,944	\$37,000	90		57.8
Adel Al Choufi Naim	157.4	\$58,251	\$37,000	92		143.4
Michael Barlettano	97.8	\$36,191	\$37,000	92		N/A

YTD

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
VIII Desi Dimitrova	104.7	\$555,464	\$530,400		81.7	20.5
Tiffany Wagner	98.7	\$397,673	\$402,900		83.0	13.5
IX Hart-Lewicki	130.5	\$317,420	\$243,300		81.7	50.2
Oldham-Moore	107.8	\$431,202	\$399,900		75.5	24.1
AO-Lorence	92.2	\$283,111	\$306,900		81.7	6.1
X John Young	120.4	\$302,078	\$250,800		84.5	38.7
Kris Thieme	96.9	\$256,644	\$264,900		78.6	11.5
Mark Beckford	93.0	\$234,678	\$252,300		79.2	7.0
XI Gabriel Feldmann	94.7	\$133,878	\$141,300		82.3	9.0
XII Nicole Sanders	84.0	\$93,240	\$111,000		81.9	50.9
Williams-Akinade	124.6	\$214,492	\$172,200	88		43.5
Williams-Musso	105.8	\$318,625	\$301,200	94		21.8
XIII Moore-DeFurio	314.6	\$349,244	\$111,000		96	N/A
Adel Al Choufi Naim	132.9	\$147,505	\$111,000	92		116.8
Almeida-Graham	127.6	\$141,634	\$111,000	90		155.7
Michael Barlettano	110.5	\$122,606	\$111,000	92		N/A

CATEGORY I



1 DAVID SCALISI
MANLIUS, NY



2 TRAVIS DANIELS
TONESTA, PA



1 ROBIN ANDRADE
KINGSTON, MA



2 RONA PILEGGI SPANO
DARIEN, IL



1 AL WALL
HOLLAND LANDING, ON



2 TIMOTHY LEARY
BUFFALO, NY

CATEGORY II

CATEGORY III

CATEGORY IV



1 CAS ROBINSON
NEPEAN, ON



2 IRENE RURYCZ
PARMA, OH



1 NOEL ROBBINS
WESTERVILLE, OH



2 KEVIN MCKEEN
LATHAM, NY



1 DEE HETTINGER
WICHITA, KS



2 TOMMY FLYNN
SPOKANE, WA

CATEGORY V

CATEGORY VI

CATEGORY VII



1 BRIAN RYAN
WALLINGFORD, PA



2 LOU NELL BUSBY
HENDERSON, TN



1 RYAN GREGOLI
BRONX, NY



2 TORI SNOWDEN
LANSING, MI

CATEGORY VIII

TOP MANAGERS

CATEGORY I



1 JT TASKER
ROCHESTER, NY

CATEGORY II



1 TAMI WILLIAMS
WESTFIELD, IN

CATEGORY III



1 AMANDA MLINAZ
PLYMOUTH, WI

INDIVIDUAL REPS: MARCH

Category	Rank	Rep	Cards	Obj	% Obj
I	1	David Scalisi	3,092	1,217	254.2%
	2	Travis Daniels	2,494	1,548	161.1%
	3	Brenda Di Somma	2,707	2,272	119.2%
II	1	Robin Andrade	1,756	1,212	144.9%
	2	Rona Pileggi Spano	1,215	1,095	111.0%
	3	Cindy Kunce	1,315	1,200	109.6%
III	1	Al Wall	2,217	934	237.4%
	2	Timothy Leary	1,660	848	195.8%
	3	Janis Pitts	1,715	920	186.4%
IV	1	Cas Robinson	2,126	744	285.6%
	2	Irene Rurycz	944	704	134.1%
	3	Vivian Dwyer	966	766	126.2%
V	1	Noel Robbins	1,049	601	174.6%
	2	Kevin McKeen	788	565	139.4%
	3	Thomas Nejman	767	599	128.1%
VI	1	Dee Hettinger	1,022	561	182.0%
	2	Tommy Flynn	638	550	116.0%
	3	Lindsay McClelland	629	550	114.4%
VII	1	Brian Ryan	1,934	550	351.6%
	2	Lou Nell Busby	1,190	550	216.4%
	3	Chas Robinson	843	550	153.2%
VIII	1	Ryan Gregoli	1,819	550	330.7%
	2	Tori Snowden	845	550	153.5%
	3	Roozbeh Bozorgmaneshfard	800	550	145.4%
Rookie	1	Ryan Gregoli	1,819	550	330.7%

ALL TIME RECORD: 18,960 Cards

INDIVIDUAL REPS: YTD

Category	Rank	Rep	Cards	Obj	% Obj
I	*1	David Scalisi	5,602	3,650	153.5%
	2	Brenda Wadey	4,014	3,741	107.3%
	3	Travis Daniels	4,682	4,644	100.8%
II	*1	Rona Pileggi Spano	5,737	3,284	174.7%
	2	Cindy Kunce	4,324	3,600	120.1%
	3	Robin Andrade	3,737	3,635	102.8%
III	*1	Al Wall	8,573	2,801	306.1%
	2	Anna Guido Rohrer	5,047	3,018	167.2%
	3	Janis Pitts	3,984	2,760	144.3%
IV	*1	Cas Robinson	7,963	2,232	356.7%
	2	Amanda Cross	3,223	2,226	144.8%
	3	Irene Rurycz	2,375	2,112	112.4%
V	*1	Noel Robbins	2,358	1,803	130.8%
	2	Steve Orcherton	2,579	2,102	122.7%
	3	Mark Flemm	1,904	1,720	110.7%
VI	*1	Erica Dalager	1,970	1,693	116.3%
	2	Dee Hettinger	1,916	1,684	113.8%
	3	Laurie Gruber	1,845	1,650	111.8%
VII	*1	Lou Nell Busby	2,904	1,650	176.0%
	2	Chas Robinson	2,702	1,650	163.8%
	3	Brian Ryan	2,410	1,650	146.1%
VIII	*1	Ryan Gregoli	6,099	1,650	369.7%
	2	Tori Snowden	3,258	1,650	197.5%
	3	Celia O'Dell	1,960	1,650	118.8%

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

MANAGERS: MARCH

Category	Rank	Manager	Cards	Obj	% Obj
I	1	JT Tasker	11,685	6,231	187.5%
	2	Katherine Pratt	6,692	5,826	114.9%
II	1	Tami Williams	6,751	5,400	125.0%
	2	Judy Spade	6,291	5,377	117.0%
III	1	Amanda Mlinaz	4,689	3,940	119.0%

MANAGERS: YTD

Category	Rank	Manager	Cards	Obj	% Obj
I	*1	JT Tasker	32,324	18,694	172.9%
	*1	Tami Williams	21,549	16,199	133.0%
II	2	Judy Spade	18,482	16,130	114.6%

MOST ORIGINAL CARDS GENERATED: YTD

- 1** AL WALL
4,080
- 2** CAS ROBINSON
3,264
- 3** ROBIN ANDRADE
2,469



1 AL WALL
HOLLAND LANDING, ON

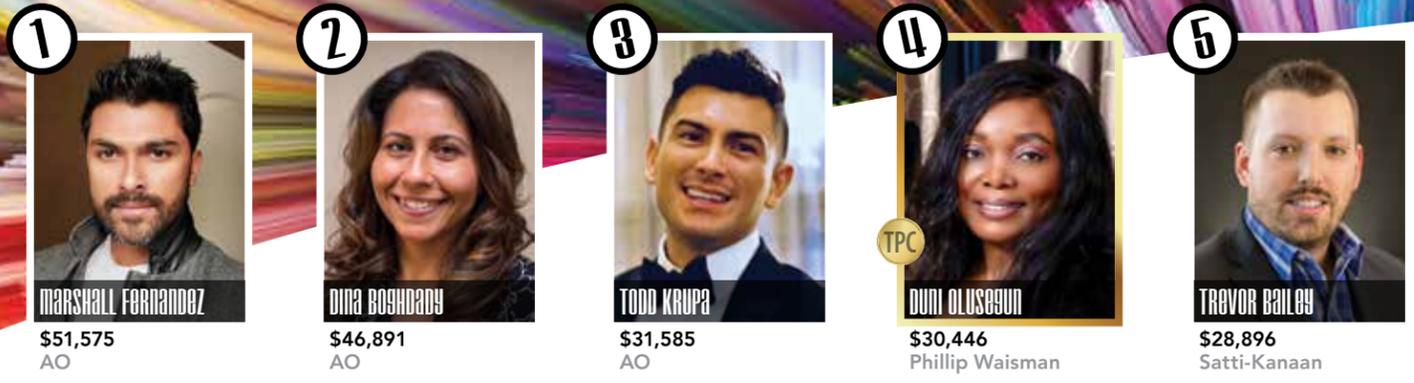
GC = 2022 PR Growth Council Member

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep categories I-VIII assigned using an objective of average leads generated last two years, lead card standard or 5,500 leads whichever is greater. To be recognized, Rep must meet 80% of assigned objective.

Manager categories I-III assigned using average lead production last two years for their respective territories. To be recognized, Manager must meet 80% of objective.

WORLD'S GREATEST BONUS



1 **MARSHALL FERNANDEZ** \$51,575 AO
2 **DINA BOGHDADY** \$46,891 AO
3 **TODD KRUPA** \$31,585 AO
4 **DUNI OLUSEGUN** \$30,446 Phillip Waisman
5 **TREVOR BAILEY** \$28,896 Satti-Kanaan

MARCH BONUS LEADERS | PAYOUT: \$5,562,125 | QUALIFIERS: 4,077

\$ 51,575 Marshall Fernandez	\$ 12,712 Noor Musleh	\$ 8,578 Anthony Ferguson	\$ 6,605 Chilynn Acevedo	\$ 5,304 Patrice Charles	\$ 4,593 Remington Bloch
46,891 Dina Boghdady	12,652 Michael Giachetti	8,568 Dawid Liniewski	6,567 Ashkan	5,287 Dianka Blash	4,592 Farnaz Fotovat
31,585 Todd Krupa	12,568 Christopher Braun	8,566 Connor Cook	6,567 Khoshmagham	5,275 Brenna Behan	4,592 Ahmad
30,446 Duni Olusegun	12,551 Ian Pickett	8,483 Michele Faul	6,437 Cameron Labrie	5,261 Samuel Artzis	4,579 Christina Ande
28,896 Trevor Bailey	12,157 Roger Fredericks	8,385 Sean Taylor	6,424 Chris Anderson	5,244 Kristie Wagner	4,579 Alexander Gomez
28,547 Joshua Dishong	11,993 Jihad Ottallah	8,349 Stefani Miller	6,417 Razan Zarba	5,242 Dulce Paz	4,560 Charles Nacovsky
28,180 Christian Gojcaj	11,753 Jenny Kim	8,347 Jose Cuellar	6,407 Cross Steplowski	5,237 Rochelle Magpantay	4,528 Kasali Kotun
24,645 Oleg Novitchii	11,540 Preston Klutz	8,187 Jillian Getz	6,379 Jordan Brown	5,193 Sean Devens	4,527 Laura Kologenski
24,528 Joshua Elkins	11,538 Muhammed Ashraf	8,098 Sasha Oakes	6,373 Kristi Vang	5,118 Truman Falkner	4,516 Gustavo Andres
23,988 Firat Ucar	11,090 Shane Havel	8,034 Ahmad Aqel	6,238 Jake Kim	5,096 Trace Cary	4,507 Garcia Chirinos
23,849 Kevin Musai	10,944 Muhammad Mansoor	8,016 Christopher McGlynn	6,218 Melissa Grieb	5,086 Joshua Hammond	4,507 Joseph Misleh
23,179 Nicholas Chuma	10,884 Michael van Delft	7,978 Anthony Marsella	6,188 Franko Bilbili	5,070 Christina Babcock	4,507 Jacqueline Kabluyen
23,164 Nikolla Lulgjuraj	10,740 Klaudio Martinaj	7,973 Emily Rogers	6,175 Katharine Thorne	5,061 Vanessa Forouzan	4,503 Kristopher Bour
22,866 Brandon Neal	10,670 Alexandra Longo	7,960 Chad Johnson	6,165 Christopher Edinger	5,046 Dominick Nieves	4,468 Tension Mather
22,856 Arturo Romero	10,549 Ladan Rahbary	7,910 Erald Tomorri	6,155 Viktorious Dugan	5,017 Kashala Guiden	4,458 Nicholas O Garcia
22,347 Salaur Khorrami	10,422 Michael Battaglio	7,885 Andrea Schmitt	6,126 Austin Young	5,007 Courtney Somsan	4,452 Susan Leavitt
22,273 Elvis Tinaj	10,358 Ardian Gojcaj	7,817 Jessie Holland	6,087 Tina Nelson	4,999 Tachane Joseph	4,408 Austin Ewing
21,217 Spencer Kozej	10,300 Aref Sayegh	7,774 Godwill Barungi	6,007 Yuhung Yeh	4,985 Nadia	4,408 Sara Hart
21,089 Spencer Stoyer	10,250 Dillon Zartman	7,614 Elijah Brown	5,921 Brittmarie Yarian	4,979 Phi Phan	4,405 Jacob Krieger
20,399 Justin Neal	10,208 Michael Lewo	7,600 Rachael Frankino	5,898 Andi Ifitui	4,940 Panaris Bregu	4,318 Fabian Soriano
20,119 Carrington Hanna	10,038 Irma Gallardo	7,501 Steffanie Sainato	5,873 Meagan Blevins	4,884 Yann Nsoga	4,314 Klaudio Merizaj
19,714 Mathew Kahwaji	9,952 Nathan Labranche	7,467 Michael Holden	5,815 Hala Herballi	4,870 Emily Buelow	4,312 Ellen Tuttle
19,534 Alon Barnur	9,842 Ashlynn Orng	7,444 Andrew Chambers	5,806 Patrick Sullivan	4,862 Robert Burns	4,302 Luisa Shiroma
18,216 Daniel Paravisini	9,800 Joseph Sarasin	7,365 Clayton Friday	5,765 Malik Blair	4,844 Ryan Cummings	4,263 Marie Patton
17,907 Roger Fung	9,675 Blair Sheppard	7,356 Samuel Marzula	5,740 Roydon Riki	4,840 Josefina Lugo	4,255 Tanner Duy
17,825 Carmen Arroyo	9,669 Matthew Code	7,320 Mandale Tolefree	5,692 Agnieszka Kuspser	4,835 Emily Klich	4,251 Troy Plummer
17,080 Alessandro Succurro	9,623 Jimmy Quifille	7,230 Hilsy Perez	5,673 Christopher Rolph	4,825 Rodney Williams	4,232 Oscar Gastelum
16,483 Tyler McKnight	9,561 Joachim Jean	7,169 Herlin Celicourt	5,585 Michael Valent	4,825 Richard Tabanji	4,206 Anaka Moss
15,983 Joey Kennedy	9,530 Alex Jankowski	7,164 Zackarea Hakim	5,572 Genevieve Clements	4,776 VaShawn Nelson	4,204 Michael Gamboa
15,574 Christina Salvatore	9,476 Andrew Brown	7,159 Mike Reed	5,566 Evan Pinkerton	4,773 Richard Tabanji	4,197 Veronica Chopra
15,385 Kristi Basho	9,450 Romal Omid	7,108 Jennifer Savino	5,547 Colin Ghee	4,754 Brendan Matcham	4,182 Isaiah Williams
15,375 Aaron Ebel	9,447 Ashley Rust	7,087 Logan Klink	5,542 Katie Stahulak	4,753 Alex Miller	4,171 Jillian Arshadi
14,598 Scott Whitford	9,441 Kevin Ishikane	7,078 Hans Klink	5,517 Marian Gerges	4,743 Alex Miller	4,141 Carson Yakish
14,509 Chase Miller	9,385 Nick Scordos	7,073 Michelle Scourtos	5,501 Braydon Cameron	4,733 Cathleen Hairston	4,139 Zayd Burns
14,397 Michael McKiernan	9,347 Michele Stewart	7,060 Pa Aliue Kasseh	5,498 Yoel Chacin Gonzalez	4,733 Nicole Cenker	4,137 Gretchen Larosa
14,369 Silas Merkel	9,308 Christopher Rives	6,920 Bryan Juskiw	5,488 Chayson Williams	4,719 Damen Hartwick	4,136 Lindsay Staffieri
14,307 Brandon Bennett	9,160 Daoud Naser	6,873 Margarita Hickman	5,479 Derya Ekren	4,677 Meardey Kim	4,106 Nathan Gay
14,203 Jessica Davis	9,150 Derrick Mason	6,827 Joshua Hosenbold	5,467 Dan Devries	4,667 Rosa Colmenares	4,102 Joshua Nottle
14,030 David Rigney	9,079 Alex Smith	6,817 Byron Patterson	5,462 Mario Borino	4,647 Henry Jacobs	4,082 James Ganci
13,905 Frederick Holguin	9,053 Dirk Devries	6,778 Yelitza Dominguez	5,439 Marcos Delfrade	4,636 Marie Laine	4,082 Jordan Graham
13,864 Nancy Djendji	8,840 Lily Sakai	6,752 Abraham Mogilevsky	5,432 Epifania Segovia	4,624 Vincenzo Montaggioni	4,043 Shanna Cote
13,761 Dalton Cassavoy	8,767 Josh Spence	6,712 Max Quasem	5,432 Epifania Segovia	4,035 Ross Ewen	4,040 Daniel Sodan
13,667 Damon Stroup	8,720 Edward Leon	6,706 Kurt Evans	5,377 Rachael Glamp	4,035 Daniel Sodan	4,015 Riche Haye
13,484 Michael Maloney	8,653 Christopher Bentley	6,677 Scott Urbanowicz	5,364 Jesse Fullmer	4,599 Seth Frisby-Jack	4,005 Kingsley Ibeh
13,257 Rebecca Amundson	8,606 Nicole Guiho	6,612 James Sherwood		4,596 Tomarus Burks	

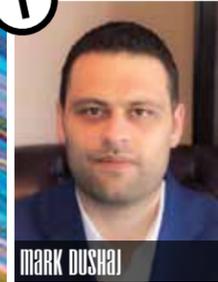
\$ 3,985 Jamie Caldwell	\$ 3,597 Rocky Allen	\$ 3,225 Michelle Olivo	\$ 2,908 Samuel Benton	\$ 2,647 Alexandra Lapensee	\$ 2,416 Santino Sierra
3,979 Jhon Urdaneta	3,592 Leanna Cavossa	3,219 Christopher Dark	2,906 Raheem Nubani	2,645 Traci Alderman	2,415 Amanda Lustbader
3,979 Ryan Vance	3,576 Donald Lewis	3,211 Debbie-Ann Whitehorne	2,905 Travis Carpenter	2,640 Beatriz Noria	2,408 Sione Maumau
3,956 Joshua Butrey	3,572 Marianella Rodriguez	3,210 Eric LaBossiere	2,897 Constance Tuiteleleapaga	2,637 Jonathan Conner	2,406 Zachery Kertulis
3,944 Sharon Potter	3,569 Harvey Quinn	3,208 Carly Ferraro	2,892 Bradley Blumenshine	2,636 Priscila Gonzalez	2,404 Jennifer Terife
3,927 Iris Borton	3,556 Juan Leonardo	3,206 Richard Sidoti	2,892 Robert Taupau	2,635 Staci Brown	2,403 Adrienne Bragas
3,925 Justine Meyers	3,552 David Melendrez	3,194 Indira Frias Pacheco	2,891 Sean Henry	2,632 Christine Morris	2,398 Kolbie Lewis
3,921 Amir Iranidoosthaghghi	3,540 Ryan Bevan	3,187 Donald Wolak	2,889 Tjyere Morrow	2,628 Betsy Adney	2,393 Rosa Ramos De Blanco
3,913 Vania Noriega	3,533 Vivian Trinh	3,184 Kevin Gillum	2,885 Sarah-Marie Sandford	2,628 Tony Geer	2,387 Tiffany Pendleton
3,911 David Jimenez	3,530 Jennifer Anthes	3,181 Jordan Ballard	2,881 Diane Stroud	2,626 Maverick Nienaber	2,381 Funmilola Elumade
3,910 Anuar Munoz Limia	3,529 Andreina Roa	3,171 Noella Coleman	2,881 Kacie Converse	2,623 Kory Louvelle	2,379 Mama Atetu
3,906 Fatima Mashriqi	3,528 Michael Joseph	3,169 Marc Futterweit	2,880 Maurice Coleman	2,619 Marlene Barrett	2,375 Malcolm Pasquier
3,891 Mariana Morales	3,518 Brooklyn Herod	3,168 Michael Geyer	2,876 John Zwald	2,617 Kristin Kozakiewicz	2,369 Shayla Harris
3,890 Tabitha Sanders	3,505 Kayla Whipp	3,165 Jordan Hamrick	2,867 Akram Mirahmadi Shalamzari	2,614 Jorge Villamizar Cedeno	2,368 Trevor Hawkins
3,882 Massoud Vaziri	3,501 Roberto Rosado	3,165 Christopher Applegate	2,856 Kevin Valentín Ross	2,613 Michael Panella	2,367 Alexis Palacio
3,874 Vanessa Rodriguez	3,498 Susana Vargas	3,159 Tony Georges	2,856 Simon Reichert	2,613 Jenny Acosta	2,361 Kara Roenspies
3,868 Zonia Ramirez	3,495 Betanina Maury Cermeno	3,159 Jino Cusidor Portero	2,852 Shameka Levy	2,612 Connor Brown	2,356 Ricky Gandhi
3,846 Jacob Krakora	3,485 Ryan Jarvie	3,154 Nicklaus Boker	2,849 Anthony Messana	2,610 Jose Matos	2,355 Ryan Crawford
3,824 Daniel Rock	3,479 Osiris Kessinger	3,150 Orett Nelson	2,831 Genesis Castillo	2,607 Nathan Hunt	2,354 Kristin Trammer
3,823 Melinda Skinner	3,477 Aspen Bell	3,148 Peter Poulakis	2,827 Kaiden Herald	2,605 Alejandra Ramos	2,351 Ana Espinoza Canary
3,815 Holli Allien	3,472 Michael Burningham	3,144 Minh Phung	2,826 Pamela Oleary	2,604 Aiysha Henry	2,350 Jared Romero
3,807 Pedro Enrique Colls	3,471 Alipate Makaui	3,143 Ryan Hritz	2,812 Gordon Biggums	2,601 Eric Butt	2,350 Gregory Caldwell
3,803 Hector Cruz	3,456 Anne Banco	3,135 Ethan Sapp	2,800 David Dubay	2,599 Nicholas Gomez	2,349 Maria Velasquez De Romero
3,801 Cody Dubroy	3,451 Cody Nykoliation	3,135 Amy Hull	2,800 Brianne Willett	2,599 Michael Demaggio	2,348 Chelsey Baptiste
3,801 Nawshin Anis	3,448 Darion Fleming	3,134 Daniela Rangel	2,788 April Ross	2,579 Johnathon King	2,348 Devin Finley
3,801 Yakoub Zokari	3,440 Alvin Ali	3,126 Shadia Nasr	2,787 Cesar Cabrera Aguirre	2,575 Karem Cogollo	2,339 Gurpartap Randhawa
3,793 Yesenia Garcia	3,430 Marjory Murat	3,122 Cesar Cabrera	2,772 Morvaivid Tadayon	2,566 Mahdi Wade	2,337 Jordan Stevens
3,790 Ariel Owens	3,427 Joe Bevacqua	3,113 DeAnthony Hartman	2,772 Simonne Leblanc	2,565 Miguel Fraire	2,337 Jordan Jones
3,790 Anthony Greco	3,421 Victor Palencia	3,104 Brandon Summerton	2,769 Maria Diringier	2,564 Dmitry Pendo	2,337 Diego Demerath
3,783 Colby Fox	3,418 Mark Neilson	3,104 Jeffrey Hall	2,769 Stephen Bowen	2,562 Eldai Castro	2,320 Juan Nunez
3,773 Austin Allen	3,416 Carl Weydeman	3,080 Suelly Bodart	2,763 Ivan Villalobos	2,558 Joseph Hedborn	2,318 Abilene Primeau
3,752 Stephen Smith	3,415 Dana Martin Gonzalez	3,078 Denise Kyrkos	2,762 Margo Smith	2,557 Sarah Walter	2,316 Zindora Crawford
3,744 Jessica Specht	3,410 Matthew Cartwright	3,078 Omaira Garces Ramonez	2,762 Lauretta Bawo	2,554 Michael Williams	2,316 Jared Guglielmino
3,743 Nancy Nunez De Colls	3,406 Connor Meakins	3,068 Rana Shirer	2,759 Taylor Ahlgrim	2,549 Diego Vilchez	2,315 Richard Bentley
3,742 Babajide Obashoto	3,395 Matthew Zang	3,061 Sean Merritt	2,759 James Hodges	2,548 Linda Marquez	2,315 Leonardo Alsinia
3,736 Nikolai Zollinger	3,393 Clayton Slaughter	3,058 Ryne Morozowski	2,756 Pretoria Samuel	2,543 Sullen Nguyen	2,306 Denmeris Rojas Theis
3,729 Dillon Kuehne	3,390 Marvelie Sanchez	3,058 Thomas Mullally	2,756 April Taylor	2,543 Marisa Brockway	2,306 George Ray
3,729 Jacoby Barry	3,368 Gjon Ljulldjuraj	3,049 Charles Belt	2,750 Steven Warner	2,539 Zachary Marshall	2,304 Sylvain Kalombo
3,698 Trace Johnson	3,361 Asiguy Haugabook	3,043 David Stuart	2,746 Brandon Freeman	2,539 Carlos Momo	2,299 Carlos Momo
3,694 Mario Morillo Gonzalez	3,357 Samuel Morrison	3,023 Ala Awad	2,742 Lleison Martinez	2,501 Benjamin Giamalva	2,295 Leonard Pataca
3,680 Ashley Mysza	3,342 Kareem Mutia	3,023 Kareem Mutia	2,736 Mariana Chirinos De Rojas	2,496 Maria Sanchez Perez	2,294 Kaelan Muscara
3,675 Justin Adams	3,339 Debbie Larez Garanton	3,005 Joanna Hansen	2,727 Shiva Latify	2,495 Traci Biondi	2,293 David Mayfield
3,671 Michael Conner	3,337 Ikram Al-Shobaki	3,000 Mark Dushaj	2,725 Colleen Senecal	2,487 Jasmine Williams	2,293 Tyler Teague
3,664 Francia Medina	3,334 Nicholas Beyer	2,996 Ashley Kopchak	2,723 Nina Blackmon	2,487 Daniel Arif	2,290 Anthony Dell'anno
3,663 Tanjela Finch	3,333 Mark Diskin	2,989 Lindsey Gilbert	2,722 Hernan Moreno	2,486 Yendy Avellaneda	2,287 Alden
3,661 Luis Soriano	3,323 Joseph Hogue	2,981 Stephanie DesForges	2,719 Jorge Alvarez	2,480 Ngan Pham	2,281 Daniel Taurisani
3,655 Khadijah Muhammad	3,316 Myles Coston	2,979 Raveen Franklyn	2,717 Revawn Wilson	2,479 Michael Hutchinson	2,275 Kevin Beaver
3,652 Jonathan Rindt	3,309 Madelin Beattie	2,977 Victor Medina	2,714 Nathan Vargo	2,478 Jeff Hardesty	2,275 Cuong Le
3,648 Matthew Russell	3,299 Elio Mertiri	2,976 Phillip Herbruck	2,713 Tyler Menge	2,478 Terese Hon	2,273 Richard Leveille
3,644 Marianne Renauld Lopez	3,294 Dylan Stickle	2,964 Carolina Gonzalez Anziani	2,711 Thomas Rowan	2,477 Patrick Keohane	2,272 Kendall Wilson
3,643 Alexander Nachman	3,289 Michael Solis	2,961 Anibal Lopez Hernandez	2,708 Cassandra Lober	2,469 Latasha Sowell	2,271 Andrea D Owens
3,640 Jorge Marchant	3,273 Vishwanath Sankaran	2,956 Ruben Terrero	2,707 Rory Carter	2,460 Paula Thompson	2,271 Cameron Gray
3,640 Michael Scarborough	3,271 Jose Moreno Mendez	2,952 Barbara King	2,703 Seth-Thomas Ordeneaux	2,460 Maria Galvez	2,271 Walter Hayden
3,636 Damon Brassell	3,268 John Lamere	2,946 Alejandra Cadenas	2,699 Evan Stewart	2,453 Sean Rawlings	2,270 Dustin Edgell
3,632 Carmen Joasoto	3,260 Jean Romero Capote	2,937 Ryan Martin	2,698 Ireland Sirmi	2,452 Yasmin Kapadia	2,264 Jaden Goldney
3,630 Joshua Bobb-Semple	3,260 Neliana Urbaneja	2,936 Omar Flores	2,696 Justin Hermann	2,452 Taikeydy Trinh	2,263 Brandon Hamilton
3,618 Richard Carter	3,254 Jennifer Ragan	2,935 Donald Hollen	2,696 Serge Brouillette	2,448 Horace Johnson	2,261 Lawrence Smith
3,615 Andreina Teran Torres	3,253 Edward Peterson	2,935 Jasmine L Walker	2,694 James Butler	2,444 Dameyan Chambers	2,257 Andres Mendoza
3,611 Jonathan Da-Al	3,249 Robert Doan	2,933 Chloe Snow	2,689 Nabil Atallah	2,439 Erica Robertson	2,257 Kristina Fennessy
3,608 Waundlyan Pete	3,242 David Asbra	2,931 Vienna Howat	2,689 Donald Gregoire	2,435 Edward Olawumi	2,257 Cherod Gadsdon
3,607 David Coulter	3,236 Noah Vongunden	2,913 Kelly Ford	2,658 Kelly Ekker	2,427 Sumarah Montas-Brown	2,253 Temesghen Starr

WORLD'S GREATEST BONUS — CONTINUED

\$ 2,236 Kyle Alden	\$ 2,071 Stacie Freye	\$ 1,890 Richard Millington	\$ 1,752 Adem Abdula	\$ 1,625 Patricia Zeitz	\$ 1,515 Aaron Patt	\$ 1,407 Julian Hicks	\$ 1,305 Alejandro Garcia	\$ 1,227 Xander Davis	\$ 1,154 Shawn Ayoub	\$ 1,078 Kristene Kershaw	\$ 1,018 Donita Shanae Myles
2,234 Michael Nehme	2,069 Katherine Nummy	1,888 Yaury Victoria	1,751 Charles Ferrari	1,623 Danielle Custis	1,511 Marshall Horner	1,406 Cristian Cartagena Clemente	1,303 Tammy Gawron	1,226 David Winker	1,152 Brittany Tutor	1,078 Nicholas Smith	1,018 Alek Filtz
2,216 Michael Francoeur	2,069 Katelyn Fegan	1,887 George Shafiek	1,746 Veronica Acurero	1,621 Sara Cressman	1,509 Mary Hong	1,406 Julieth Vargas	1,297 Thomas Anderson	1,224 Edwin Lapitan	1,152 Mayerlin Ramirez Davila	1,078 Charles Allen	1,017 Allison Hadley
2,214 Ivana Martin	2,066 Elaine O'Neill	1,884 Katherine Carter	1,744 Tanner West	1,620 Conner White	1,503 Rami Hakim	1,403 Diallo Mitchell	1,297 Mary Burns-O'Connor	1,224 Lambert McElrath	1,152 Joseph Tegan	1,077 Jessica Olandria	1,017 Amber Hammerl
2,214 Jacob Reiter	2,066 Jesus Guarate Jimenez	1,883 Nicholas Walsh	1,743 Evelyn Howell	1,619 Jessica Kay	1,503 Ed-Maggie Myrthil	1,398 Himanshu Bhardwaj	1,296 Karen Mosley	1,221 Eleisa Carlino Andrea	1,151 Natasha Carvalho-Miner	1,076 Natalie McCrae	1,016 Nakita Fortin
2,206 Adam Calnan	2,063 Ariel McAlister	1,882 Jorge Toribio	1,740 Shannon Stroud	1,617 Leonardo Perez	1,502 Connor Fox	1,398 Nicki Griffiths	1,296 Stephen Coons	1,219 Edgar Rauseo Agreda	1,151 Tyler O'Toole	1,075 Pablo Solis	1,016 Eric Snyder
2,204 Cody Hanneken	2,057 Jenny Curiel	1,879 Samuel Drummond	1,740 Yelba Pelayo	1,617 Brenden Dilling	1,501 Elba Diaz	1,398 Michael McLaughlin	1,295 Ciara Fletcher	1,217 Danielle Denison	1,145 Dylan Jackson	1,075 Nathan Brace	1,015 Kortney Krystik
2,203 Brooklyn Brooks	2,057 Angel Gomez Marquez	1,879 Breann Hoenig	1,737 Erica Lent	1,615 Asenath White	1,498 David Estey-Ang	1,397 Danielle Mulligan	1,295 Wendy Peragondej	1,215 Dale Fortune	1,143 Cole Kushik	1,074 Daymon Green	1,015 Victor Jadoo
2,202 Zachary Hogya	2,044 Brian Tanner	1,877 Brandon Strauss	1,733 Tamara Leong	1,612 Christian Cox	1,497 Amiel Gutierrez	1,394 Tyler Ghormley	1,292 Asad Ahmed	1,212 Nicole Herrin	1,143 Stephanie Read	1,072 Troy Henderson	1,015 Makenzie Montgomery
2,200 Shahriar Mohammadi	2,043 Osmary Salcedo	1,873 Tristan A Smith	1,731 Roxie Soto	1,612 Taurean Flournoy	1,496 Tina Lopez	1,388 Isaac Garcia	1,292 Cheryl Mendoza	1,212 William Murtha	1,142 Travis Kimura	1,070 Anna Nicolaou	1,015 Anna Midowicz
2,200 Osmary Salcedo	2,042 Randa Mustafa	1,873 Renny Gilberto Villalon Arteaga	1,731 Alison Strerzer	1,609 Mark Hart	1,496 Brady Basinger	1,388 Luz Cortes	1,289 Joshua Nist	1,209 Thor Leighton	1,141 Esmeralda De La Rosa	1,069 Eileen Kusnirak	1,014 Victor Perez Donquis
2,198 Isabel Ruano	2,041 Kayona Witter	1,872 Daniel G Johnson	1,728 Amber-Dawn Rowley	1,609 Ariane Davis	1,495 Santoria Quick	1,387 Jonathan Parham	1,282 Caitlyn Krichew	1,208 Jessica Perez Fuentes	1,140 Alvin Johnson	1,069 Brenna Lobb	1,013 Raymon Ashley
2,197 Tevin Overton	2,041 Travis White	1,866 Joshua Hill	1,727 Dylan White	1,607 Roxana Duarte Castillo	1,494 Jacob Rosinsky	1,384 Chase Snider	1,279 Reginald Flugence	1,207 Lance Westlake	1,140 Alexus Green	1,068 Basilio Tinacos	1,011 Laura Werner
2,189 Sarah Saleim	2,031 Lydia Valentín	1,866 Bendu Jackson	1,726 John Schaeffer	1,607 Tina Janti	1,493 Yahira Sanchez	1,384 Kathryn Fell	1,279 Alvin Ng	1,205 Joseph Cammarata	1,140 Mackenzie Burchett	1,068 Alexander Naves	1,010 Juan Galue Cefaratti
2,188 Zeenat Sanni-Balogun	2,025 Jusem Hajali	1,861 Mariah Cooper	1,726 Oriana Acosta Fernandez	1,606 Alec Seibold	1,492 Josef Lewis	1,383 Valerie Sanchez	1,279 Josef Sampson	1,204 Maria Ronso Blanco	1,137 Matthew Ficarra	1,068 Devon Perry	1,009 Oscar Cardoza
2,187 Rossana Carruyo Parra	2,016 Peter Ko	1,861 Luis Gustavo Figueroa	1,725 Shayla Williamson	1,596 Sabrina Levi	1,490 Bree Biddle	1,382 Kade Beck	1,278 Lisa Lawrence	1,204 Heather Fowler	1,134 Kevin Kinley	1,064 Ngoclan Do	1,009 Kyle Rachlin
2,184 Courtney Weseman	2,016 Tyler Tasa	1,860 Holly Bonhorst	1,722 Blake Tomblin	1,594 Monica Lee	1,489 Liliana Aguirre	1,382 Yatianna Tirado	1,278 Marlen Wilkins	1,201 Stephany Garcia	1,133 Pedro Morales	1,064 Lisa Richardson	1,008 Betzaida Davila Perez
2,180 Anthony Gray	2,014 Bryce Engstrom	1,858 Matthew Perraton	1,722 Nicholas Russo	1,593 Nathalyn Sanchez	1,489 Santoria Quimond	1,381 Mark Reilly	1,276 Carly Baird	1,199 Jacqueline Barraza	1,133 Dain Bowen	1,060 Jack Hetherman	1,007 Sabrina Agostini
2,180 Arnold Iacoviello	2,013 Nathaniel Magda	1,857 Kathleen Mezik	1,717 Sylvia Faucher	1,592 Julie Aprahamian	1,487 John Wilson	1,381 Nicole Dudden	1,275 Bernadette De Guzman	1,198 Lucas Werth	1,133 Rutuja Karande	1,060 Alejandra Velasquez Medina	1,006 Elizabeth Goudine
2,180 Devena Stewart	2,007 Linsey Almy	1,850 Rita Sharma	1,716 Alex Grushko	1,591 Kaylee Harvie	1,485 Jaheim Armstrong	1,378 Corina Omoware	1,275 Lawrence Pryor	1,196 Braeden Gilbert	1,133 Lilibeth Avila	1,060 Zachary Poker	1,006 Candace Williams
2,176 Taylora Nathaniel	2,003 Timothy Rose	1,850 Kristyl Ervin	1,715 Calvin Irving	1,590 Kathy Chapple	1,484 Karen Fleming	1,378 Todd Weinberg	1,272 Marc Dorceus	1,196 Hailey Parsons	1,132 Melissa Losk	1,059 Leticia Irving	1,005 Ryan Reutenauer
2,175 Lamarcus Jackson	1,997 Sarek Osborne	1,847 Rackeem Miller	1,708 Matthew Sturgis	1,588 Jarrell Jackson	1,484 Ross Campbell	1,375 Jayvon Braxton	1,271 Shanna Eller	1,194 Taylor Lowe	1,132 Anthony Salerno	1,059 Hannia Zarate Torres	1,005 Demarcus Oliver
2,174 Myra Espinoza	1,996 Iranidys Rivas	1,845 Christopher Smith	1,708 Jenny Anderson	1,582 Michael Shields	1,483 Kris Boissonnault	1,370 Hailey Schaplowsky	1,270 Edward Tadeo Perez	1,189 Jesse Barker	1,128 Daquan Phillips	1,058 Gary Louis-Charles	1,004 Carly Sullivan
2,171 April Gibson	1,994 Natalia Beltran Hernandez	1,844 Jason Ibarra	1,706 Kelsey Whittaker	1,579 Rebekah Witvoet	1,482 Drew Johnson	1,367 Steven Bauer	1,270 Emmanuel Morrow	1,188 Christopher Larsen	1,124 Shenelle Minto	1,057 Yacoob Alomari	1,004 Akil Elzein
2,169 Hsuan Cho	1,992 Sean McGuigan	1,844 Hernan Rodriguez Becerra	1,706 Andrew Haeberlen	1,578 Fabian Wilson	1,481 Christian Navarro	1,366 Mondee Nelson	1,269 Shamylla Kidd	1,188 Sean Rivera	1,124 Tasha Dietzgen	1,057 Joshua McLaughlin	1,004 Francisco Morell
2,167 Linette Silverthorn	1,991 Michael Dennis	1,842 Blake McClain	1,702 Mario Andres Chavez	1,577 Rea Lynch	1,478 Ashley Gamache	1,364 Michael Ellis	1,269 Lyndon Prosser	1,188 Phillip Kogel	1,123 Coral Escobar	1,056 Emmanuel Paragios	1,003 Tyler Dubois
2,165 Meagan Payne	1,991 Jennifer Lucero	1,841 Jesse Benwell	1,702 Giorgi Gogidze	1,577 Rachel Seddon	1,478 Andrea Erwin	1,363 Cindy Ramirez	1,268 Robert D Williams	1,188 Jessica Rowan	1,119 Tecole Smith	1,056 Bradley Christiansen	1,002 Justin Gomez
2,153 Hayden Sheppard	1,991 Carlos Villalba Suarez	1,838 Charlene Vasquez	1,702 Samantha Mills	1,577 Christopher Ross	1,475 Ronke Olusegun	1,363 Frederick Baltimore	1,267 Arif Hajro	1,188 Tiffany Arntzen	1,117 Benjamin Jaimes	1,055 Shaela Beechem	1,001 Manuel Pacheco
2,150 Justin Diaz	1,987 Edwin Martinez	1,837 Christabel Ornelas	1,698 Nicola Albano	1,570 Samantha Mills	1,474 Eric Morris	1,362 James Romero	1,266 Ryan Schreiber	1,185 Peter Kaplanis	1,117 Latoiya Wells	1,053 Nicholas D Smith	1,000 Miguel Macias
2,149 Alejandro Sanchez Rios	1,985 Giuliano Di Nardo	1,835 Bruce Rojee	1,697 Sirdaniel Turner	1,566 Orlando Crimmel	1,469 Christopher Socha	1,352 Antonio Anaya	1,264 William Heilman	1,185 Jason To	1,116 Tyler Turner	1,052 Sandy Metellus	1,000 Ryan Clawson
2,146 Tiffani Tavormina	1,982 Adrian Bendo	1,833 Arimar Ramirez Pernia	1,687 Douglas Clarke	1,564 Fabiana Contreras-Velandia	1,466 Brian Melvin	1,350 Ifeanyi Ufonde	1,263 Jairo Cabrera	1,185 Stefanie Desrosiers	1,115 Amanda Urdaneta	1,049 Laurence Moore	
2,146 Delena Spencer	1,980 Christian Delgado	1,833 Victoria Lopes	1,686 Halsey Wolaczynski	1,561 Takiyah Smith	1,465 Juan Urribarri	1,349 Jonah Mullins-Wilson	1,263 Juliya Ostapuyuk	1,183 Olivia Pitre	1,114 Cameron Henson	1,047 Colin Kowet	
2,143 Timothy Bugge	1,978 Julian Navalta	1,827 Gabriella Weisbom	1,684 Jeremiah Russin	1,561 Latricia Forbes	1,463 Marcela Salazar	1,347 Elisabeth Lucas	1,262 Leyda Ayala Zeno	1,183 Sean Medina	1,114 Shannan Saffer	1,046 David Garcia	
2,141 Kamyar Soleymani	1,975 Matthew McDowell	1,823 Phoebe He	1,682 Paul Pestian	1,560 Jennifer Webb	1,462 Kelly McDonald	1,346 America Hughes	1,262 Finiesha Blake	1,179 David Soto	1,109 Sarah MacDonald	1,045 Maeson Green	
2,140 Chad McLaughlin	1,974 Jose Anderson	1,823 Mike Mangaoang	1,680 Mike Mangaoang	1,558 Jahanna Pace	1,459 Filippo Molina	1,346 Charles Tier	1,260 Melissa Goppert	1,177 Mary Teah	1,108 Bernardo Lopez	1,045 Thomas Walsh	
2,140 Jeromey Herring	1,974 Tristian Haynes	1,815 Heather Elliott	1,679 Shalom Gildin	1,557 Steven Valentim	1,457 Endy Suriel	1,345 Menaches Roberts	1,259 Ryan Schreiber	1,176 Jaddell Henderson	1,108 Abigail Burke	1,044 Rachael Fleming	
2,132 Laura Bailey	1,965 William Benline	1,812 Cassandra Pinto	1,675 Edon Nevzadi	1,556 Cherrish Taylor	1,457 Paola Marin	1,343 Desiree Moore	1,257 Jacqueline Higareda	1,174 Allision Alexander	1,107 Douglas Slebodnik	1,044 Roberto Samano Diaz	
2,127 Jacob Torres	1,964 Steve Hartman	1,812 Jose Anderson	1,675 Joaquin Santos	1,555 Mia Mitchell	1,457 Gunnar Jorstad	1,343 Hakan Ozalpaskan	1,257 Julie Childs	1,174 Lloyd Patterson	1,107 Danielle Zombek	1,044 Piper Summey	
2,124 Aliyah Weathers	1,963 Alyia Russell	1,809 Maziara Taghdiri	1,675 Shawn Stewart	1,552 Brittney Masters	1,455 Roberto Parra	1,342 Mason Duty	1,256 Lawrence Hadley	1,172 Stefan Johansson	1,105 Kyle Kyster	1,042 Lindsey Dettwiler	
2,117 Jomaa Mathews	1,961 Kyle Baggett	1,805 Jimmie Parsons	1,673 Karli McCleery	1,551 Gemma Beauchamp	1,455 Utahya Drye	1,342 Jovanny Rojas Rojas	1,253 Joseph Massucci	1,171 Ahmadjamsid	1,104 Connor O'Donnell	1,040 Ransay Vazquez	
2,113 Elizabeth Wallin	1,958 Cedar Hansen	1,804 Shubham Setia	1,673 Ana Sanzone	1,550 Brittany Ketner	1,446 Thomas Lytle	1,341 Ashley O'Donal	1,253 Valeria Durante	1,171 Ahmadyosuf	1,104 Anthony Williams	1,038 Roberto Samano Diaz	
2,113 Lili McLaughlin	1,956 Timothy O'Neill	1,804 Anna Senra	1,671 Carlos Camacho	1,549 Gloria Lewis	1,446 Dylan Schmidt	1,339 Enri Sako	1,250 Christopher Gulick	1,170 Charles Green	1,104 Jessica Pastor	1,036 Meredith Woolverton	
2,112 Justin Wade	1,951 Yolette Mompoint	1,802 Stephanie Olsen	1,670 Anna Senra	1,546 Aaron Luczak	1,443 Sharon Eckenrod	1,339 Austin Macias	1,248 Thomas Agee	1,170 Jonathan Collins	1,103 Tasha Marker	1,034 Jermaine Moyer	
2,110 Daryl Graham	1,947 Agnieszka Kopacz	1,802 Lynn Jenkins	1,670 Stephanie Olsen	1,542 Andres Liranzo	1,441 Joel Trask	1,338 Harun Ali	1,247 Hannah Payton	1,169 Kimberly Alston	1,101 Abraham Muruakick	1,033 Allison Saxton	
2,105 John Franklin	1,943 Peer Shmelzer	1,802 Jennifer Goheen	1,669 Jeremy Seaton	1,539 Sean Maxfield	1,439 Erin Gonzalez	1,337 Kelsey Friedler	1,245 Damisela Morales De Bonilla	1,169 Amanda Davis	1,100 Gabriel Del Vecchio	1,032 John Zalesky	
2,102 Matthew Abdo	1,942 Enid Franco	1,801 Alia Harris	1,668 Collins Appiah	1,537 Nicole Wright	1,438 Craig Joseph	1,334 Tyler Ortiz	1,245 Justin Sherman	1,165 Nelson Sucre	1,100 Amyml Wong	1,032 Justin Sasano	
2,100 Angelo Luciano	1,940 Whitney Leung	1,798 Timipre Barigha	1,665 Alan Sedaghat	1,533 Stanley Stephen	1,438 Nicholas A Jones	1,334 Semaj Johnson	1,244 Kaitlin Abdulqadir	1,164 Ryan Duffy	1,099 Chantia Williams	1,031 Emily Mercado Tavarez	
2,096 Dawn Rouanzoin	1,934 Jessica Chang	1,795 Tracy Mason	1,665 Omoiyiwole Akinfolarin	1,533 Catherine Radjpaul	1,436 Rachel Watson	1,333 Reinaldo Martinez	1,241 Aften Hamm	1,164 Jenna Grula	1,099 Wimbert Villalobos	1,027 Zach Boroff	
2,094 Adam Telegraphis	1,933 Shelby Hill	1,785 Ana Machado Rodriguez	1,665 Tracey Magnuson	1,533 Zakaria Elgahmi	1,434 De'Lorian Day	1,332 Shannon Stewart	1,240 Christopher Bungay	1,163 Carlos Navas	1,098 Marcus Pettigrew	1,026 Maria Isabel Gonzalez Osoria	
2,091 Jerry Allien	1,933 Mariann Kirby	1,784 Shaunte Smith	1,661 Angela Rodriguez	1,532 Normaned Arocho Pendas	1,432 Semaj Jackson	1,332 Faith Jones	1,239 Kasey Wilson	1,163 Jennifer Gilkie	1,098 Rose Carmele Thelusma	1,026 Christine Moore	
2,090 Robin Cole	1,931 Jonathan Ballard	1,782 Daniel Li	1,659 LaToya Clark	1,531 Amber Wade	1,429 Denzil Latimore	1,330 Mia Bakos	1,239 Ashley Onofaro	1,163 Nicholas Geyer	1,098 Amanda Esposto	1,026 Richard Barbour	
2,085 Tyler Worstell	1,928 Jin Chen	1,782 Lincoln Dziekonski	1,658 Jason Kuepfer	1,530 Amoy Wyndham	1,429 Sofia Cedeno Leal	1,330 Chabeli Aguiar Nodal	1,239 Autumn Hoeffler	1,163 Amanda Esposito	1,099 Chantia Williams	1,026 Patricia Rawls	
2,085 Vanessa Suiter	1,924 Keenan Bignall	1,778 Patrick Locke	1,652 Jose Moreno	1,529 Michelle Orozco	1,427 Ruben Soberanes	1,327 Fritznel Octave	1,236 Eileen Rodarte	1,161 Laura Chavez	1,092 Stephanie Silva	1,026 Daniel Matus	
2,085 Joel Nunez	1,924 Justin Johns	1,776 Dustin Holtz	1,648 Catherine Braund-Pereira	1,529 Joanne Patten	1,423 Tyler Church	1,326 Michael Gilpin	1,235 Jesse Cortez	1,161 Amanda Allen	1,092 Christine Moore	1,026 Victoria Lindner	
2,084 Thomas Breazeale	1,923 Gabrielle Kolar	1,775 Matthew Wilson	1,647 Joseph Crivelli	1,529 Liz Rosado Carrion	1,421 Randy Alford	1,324 John Wasserman	1,235 Matthew Lewis	1,161 Bryan Fronberger	1,090 Richard Barbour	1,026 Victoria Lindner	
2,084 Ernesto Delgadillo	1,919 Igor Melcharek	1,774 Cameron Hoag	1,645 Robert Jackson	1,529 Melody Han	1,418 Avion Johnson	1,317 Tichina Haughton	1,234 Abigail Wallbrown	1,160 John Spear	1,089 Liliana Hernandez	1,026 Anacleto Arevalo	
2,083 Maria Papilago	1,915 Ahmed Elagrab	1,773 Ameenah Muhammad	1,645 Scott Jay	1,525 Jared Bader	1,413 Jasmin Hidalgo	1,316 Benjamin Lancaster	1,233 Jenny Alvarez	1,159 Timothy Cruise	1,089 Gregory S Miller	1,026 Anacleto Arevalo	
2,081 Tyrus Whitehead	1,913 Lamita Dahdah	1,772 Anthony Rivellino	1,643 Jeffrey Dauphinee	1,519 Michael Braxton	1,413 Heccy Rivas	1,315 Heccy Rivas	1,233 Brad Toyama	1,159 Bruce Tan	1,089 Victoria Perea	1,026 Anacleto Arevalo	
2,077 Andrew Kim	1,903 Adam Kidikas	1,770 Veronica Britos	1,643 Jeffrey Dauphinee	1,519 Preston Lewis	1,412 Danilo Mendoza	1,313 Sonia Tyner	1,232 Navjot Bamra	1,158 Victor Ledesma	1,088 Laurekins Pardovani	1,019 Maria Castillo Villegas	
2,077 Marco Mendoza	1,894 Kristel Paredes Garcia	1,764 Francis Barrientos	1,632 Michael Vanhorn	1,518 Brian Morris	1,411 Lejla Jacobsen	1,309 Javier Contreras Paraguacuto	1,231 Gilbert Diaz	1,157 Cameron Ram	1,085 Yasma Powell	1,019 Tesla Willimon	
2,076 Daniel Prinzo	1,894 Keishaunbra Brent	1,759 Bradley Allen	1,630 Imani Banskoyers	1,516 Desmond Martin	1,408 Jennifer Jantzen	1,308 Darreontae Moore	1,230 Noris Dominguez Ramirez	1,155 Kimberly Ramirez	1,084 Andrew McAllister	1,018 Darryl Anderson	
2,074 Arianna Daluz	1,891 Ivoni Fuimaono		1,628 Herivelto Pereira	1,515 Leoneysa Ceballos	1,407 Adaiza Rijo	1,306 Stephanie Dunbar	1,227 Jalen Lawson	1,154 Collin Divincet	1,080 Kelsey Davis		

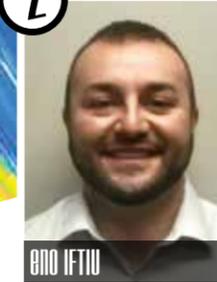
LEADERSHIP BONUS

1



MARK DUSHAJ
\$149,993
AO

2



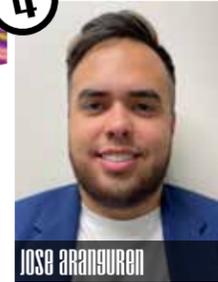
ENO IFTIU
\$132,531
AO

3



ARIF HAJRO
\$86,044
AO

4



JOSE ARANGUREN
\$66,730
Richardson Latino Division

5

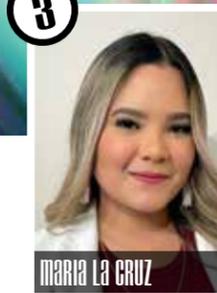


MORIAH CHANDLER
\$62,959
Henderson-Locker

MARCH BONUS LEADERS PAYOUT: \$4,224,729 QUALIFIERS: 881

<p>\$ 149,993 Mark Dushaj</p> <p>132,531 Eno Iftiu</p> <p>86,044 Arif Hajro</p> <p>66,730 Jose Aranguren</p> <p>62,959 Moriah Chandler</p> <p>50,853 Mark Neilson</p> <p>45,342 Luay Ghawi</p> <p>44,432 Alon Barnur</p> <p>41,237 Jozef Tinaj</p> <p>40,781 Zackarea Hakim</p> <p>39,904 Bobby Gujral</p> <p>39,681 Andi Iftiu</p> <p>37,990 Nafic Djendji Abdel Khalek</p> <p>37,032 Jessica Chang</p> <p>36,863 Jonathan Rindt</p> <p>36,328 Matthew Conrad</p> <p>35,853 Joseph Crivelli</p> <p>34,903 David Carpenter</p> <p>31,907 Joshua Olin</p> <p>31,105 Scott Wheeler</p> <p>30,128 Patrycja Grudzinska</p> <p>29,944 Chris La Fond</p> <p>29,864 Zach Otto</p> <p>29,735 Travis Picklesimer</p> <p>29,635 Bruce Viaje</p> <p>28,712 Edgar Velasquez Romero</p> <p>25,945 Michael McKiernan</p> <p>25,378 Jenny Kim</p> <p>23,170 Joseph Tomanovich</p> <p>23,056 Darrell Asbell</p> <p>22,768 Bledar Bane</p> <p>21,602 Ervin Metaj</p> <p>21,359 Jillian Getz</p> <p>20,823 Daniel Prinzo</p> <p>20,576 Carlos Frias Caraballo</p> <p>20,148 Jesse Fullmer</p> <p>20,134 Eric Thompson</p> <p>19,677 Melinda-Rae Lyse</p> <p>18,915 Jean M Joseph</p> <p>18,605 Panaris Bregu</p> <p>18,196 Jason Bratin</p> <p>18,151 Spencer Kozej</p> <p>17,331 Kristi Basho</p> <p>17,262 Daniel Li</p> <p>16,896 Veronica Coval</p>	<p>\$ 16,871 Caren Deanda</p> <p>16,741 Derek Foore</p> <p>16,598 Jake Gelb</p> <p>16,539 Carrington Hanna</p> <p>15,990 Ian Zollos</p> <p>15,837 Matthew Sutton</p> <p>15,806 Christian Gojcaj</p> <p>15,765 Nicholas Chuma</p> <p>15,722 Bobby Park</p> <p>15,687 Adam Wheeler</p> <p>15,174 Yelizta Dominguez</p> <p>15,043 Mathew Kahwaji</p> <p>14,771 Ryan Stenglein</p> <p>14,549 Brandon Minor</p> <p>14,472 Vincent Massari</p> <p>14,416 Andrew Bishop</p> <p>14,346 Saury Espailat</p> <p>14,292 Arturo Romero</p> <p>14,226 David Carpenter</p> <p>13,992 Clayton Slaughter</p> <p>13,972 Christopher Bentley</p> <p>13,530 Nairobi Contreras</p> <p>13,427 Blake Higuchi</p> <p>13,240 Kingsley Hansen</p> <p>13,236 Hector Luque</p> <p>13,086 Ryan Wilson</p> <p>12,846 Dustin Hess</p> <p>12,831 Brent Bowling</p> <p>12,742 Meaghan Krecsko</p> <p>12,514 Evan Stewart</p> <p>12,494 Anthony Mazurkewicz</p> <p>12,476 Jesse Doherty</p> <p>12,245 John Santosuosso</p> <p>12,204 Katelyn Ucar</p> <p>12,120 Sean Shephard</p> <p>12,094 Rieilly Maher</p> <p>11,858 Gregory Rudolph</p> <p>11,818 Paul Samra</p> <p>11,705 Jihad Ottallah</p> <p>11,686 Brandon Summerton</p> <p>11,684 Klaudio Martinaj</p> <p>11,674 Anthony Salerno</p> <p>11,636 Joseph Rotolo</p> <p>11,620 Tami Chaimov</p> <p>11,585 Bobby Hamilton</p> <p>11,177 Steven Warner</p>	<p>\$ 11,159 Tomarus Burks</p> <p>11,089 Alejandra Ramos</p> <p>11,080 Justin Hermann</p> <p>10,758 Taleb Jammoul Hajali</p> <p>10,537 Kevin Gillum</p> <p>10,405 Ireland Sirni</p> <p>10,371 Mark Bernsdorff</p> <p>10,323 Kelly Schoenherr</p> <p>10,276 Patrick Knouse</p> <p>10,118 Carlo Buhay</p> <p>10,096 Alan Sedaghat</p> <p>10,092 Seth Frisby-Jack</p> <p>10,074 Adrienne Bragas</p> <p>10,009 John Torres</p> <p>9,987 Peter Kwiatkowski</p> <p>9,875 Jeffery Thiel</p> <p>9,873 Francesca Veltri</p> <p>9,841 Phillip Rigoli</p> <p>9,773 Mohamed Shogar</p> <p>9,659 Danny Souri</p> <p>9,579 Conor Markins</p> <p>9,528 Ryan Slone</p> <p>9,369 Daniel Zotter</p> <p>9,325 Ariana Jones</p> <p>9,249 Christina Shanno Baldwin</p> <p>9,209 Ed-Maggie Myrthil</p> <p>9,205 Nabil Atallah</p> <p>9,149 Rosmery Gomez Castillo</p> <p>9,113 Alfredo Garcia</p> <p>9,064 Massoud Vaziri</p> <p>9,063 Nikolla Lulgjuraj</p> <p>8,997 Toni-Ann Allen</p> <p>8,980 Christina Salvatore</p> <p>8,691 Beau Minnick</p> <p>8,603 Brian Jerome</p> <p>8,480 Alec Seibold</p> <p>8,246 Sergio Carta</p> <p>8,235 Tucker Gregor</p> <p>8,224 Michael Giachetti</p> <p>8,219 Brenna Behan</p> <p>8,203 Dustin Dunbar</p> <p>8,135 Iv Menache</p> <p>8,011 Dairon Arbona Fonseca</p> <p>7,984 Tyler Teague</p>	<p>\$ 7,970 Melissa Sidoti</p> <p>7,967 Daniel Perkins</p> <p>7,953 Reynolds Akuamoaa</p> <p>7,935 Gabriel Rocha</p> <p>7,935 Jeffrey Espinal</p> <p>7,640 Sara Vaz</p> <p>7,633 Jonathan Conner</p> <p>7,507 Jeffery May</p> <p>7,482 Justin Diaz</p> <p>7,445 Adianeza Rodriguez</p> <p>7,413 Kade Beck</p> <p>7,361 Andre Bent</p> <p>7,299 Donald DeVoise</p> <p>7,296 Damen Hartwick</p> <p>7,295 Montana Hanson</p> <p>7,291 Viktorious Dugan</p> <p>7,268 Erica Robertson</p> <p>7,266 Maria Martinez</p> <p>7,264 Mark Reilly</p> <p>7,111 Tyler Church</p> <p>7,081 Luis Velasquez</p> <p>7,019 John Catalan</p> <p>6,981 Jonathan Giaco</p> <p>6,964 Elvis Cartaya</p> <p>6,940 Connor O'Donnell</p> <p>6,893 Trace Johnson</p> <p>6,859 Jessica Specht</p> <p>6,846 Kimberly Hamilton</p> <p>6,825 Steven King</p> <p>6,753 Christopher Hintz</p> <p>6,744 Arianna DaLuz</p> <p>6,633 Jean Romero Capote</p> <p>6,609 Victoria Lewis</p> <p>6,607 Rita Rider</p> <p>6,587 Katie Stahulak</p> <p>6,561 Matthew Turnquist</p> <p>6,546 Jonathan Phillips</p> <p>6,534 Peter Gabranski</p> <p>6,527 Alipate Makaui</p> <p>6,524 Magda Figueiredo</p> <p>6,505 Alexis Pineiro</p> <p>6,392 Jhanna Valerio Vivas</p> <p>6,382 George Shafiek</p> <p>6,378 Joshua Egyud</p> <p>6,367 Chilynn Acevedo</p> <p>6,363 Daniel Pacheco</p> <p>6,351 Christopher Bungay</p>	<p>\$ 6,307 Marisa Willgruber</p> <p>6,286 Samuel Artzis</p> <p>6,261 Frederik Diaz Mata</p> <p>6,236 Morgan Tranquist</p> <p>6,213 Axel Carrasquel</p> <p>6,210 Alexandria Greer</p> <p>6,167 Melinda Skinner</p> <p>6,095 Ashley Rust</p> <p>6,064 Aaron Parks</p> <p>6,024 Chase Miller</p> <p>6,015 William Thomas</p> <p>6,012 Slavita Hut</p> <p>6,005 Kelly Ekker</p> <p>6,024 Andrew Chambers</p> <p>4,607 Rea Lynch</p> <p>4,591 Chad Boskat</p> <p>4,585 Jacob Kieffer</p> <p>4,563 John Schaeffer</p> <p>4,513 Matthew Kerfoot</p> <p>4,503 Brandon Hamilton</p> <p>4,425 Maria Elisa Moros Ojeda</p> <p>4,369 Kamal Tayyib</p> <p>4,332 Joshua Dishong</p> <p>4,300 Alexandra Longo</p> <p>4,293 Austin Macias</p> <p>4,267 Cole Hatfield</p> <p>4,263 Jake Yagjian</p> <p>4,251 Colin Ghee</p> <p>4,241 Alex Kae</p> <p>4,200 Daniel Umbertone</p> <p>4,200 Randy Tucker</p> <p>4,191 Geoffery Osili</p> <p>4,177 Brent Henderson</p> <p>4,173 Krystal Walters</p> <p>4,150 Eddie Gonzales</p> <p>4,125 Mercedes Bens</p> <p>4,113 Jessie Holland</p> <p>4,085 John Collins</p> <p>4,082 Maria Bonilla Borrego</p> <p>4,046 Joshua Reyes</p> <p>4,045 Thor Leighton</p> <p>4,045 Omar Al Choufi Cumarin</p> <p>3,955 Doron Freud</p> <p>3,933 Joseph McCallister</p> <p>3,919 Lorena Barriere</p> <p>3,906 Sabrina Levi</p> <p>3,891 Justin Neal</p>	<p>\$ 3,872 Rodney Williams</p> <p>3,866 Anthony Solano</p> <p>3,857 Tyler McKnight</p> <p>3,823 Matthew Ward</p> <p>3,795 Nixandra Caraballo</p> <p>3,750 Jadelene Welty</p> <p>3,714 Lisa Lawrence</p> <p>3,711 Hasan Ghazal</p> <p>3,709 Kurt-James MacMillan</p> <p>3,660 Gabriela Sime</p> <p>3,659 Savannah Schipman</p> <p>3,632 Chris McFoy</p> <p>3,615 Jordan Jones</p> <p>3,599 Jinelly Urena</p> <p>3,588 Karen Salek-Cuzmar</p> <p>3,577 Marsei Hogan</p> <p>3,572 Tyler Cox</p> <p>3,559 Storm Hutskal</p> <p>3,530 Ileana Tineo</p> <p>3,523 Jessica Kay</p> <p>3,522 Daryl Graham</p> <p>3,520 Victoria Lindner</p> <p>3,519 Jennifer Ragan</p> <p>3,515 David Staffieri</p> <p>3,488 Bruno Nuro</p> <p>3,467 Abigail Luna Rodriguez</p> <p>3,441 Joey Almeida</p> <p>3,439 Tecole Smith</p> <p>3,434 Jonathan Ojendi</p> <p>3,434 Ashley Johnston</p> <p>3,426 Nicole Preston</p> <p>3,421 Raymond Risucci</p> <p>3,399 Robert Jackson</p> <p>3,395 Lee Jeffers</p> <p>3,356 Venus Grier</p> <p>3,356 Diego Vargas</p> <p>3,333 Ashkan Khoshmaghmagham</p> <p>3,330 Zachery McHattie</p> <p>3,309 Damon Stroup</p> <p>3,271 Cory Moncol</p> <p>3,266 Joshua Jackson</p> <p>3,250 Daniella Torres</p> <p>3,239 Cristina Fox</p> <p>3,235 Stella Roznovan</p> <p>3,233 Johnny Gerges</p> <p>3,211 Patrick Keohane</p> <p>3,206 Steve Hartman</p> <p>3,203 Phi Phan</p> <p>3,178 Daoud Naser</p> <p>3,166 Eric Snyder</p> <p>3,162 John Tong</p> <p>3,160 Ryan McIntosh</p> <p>3,155 Morella Parejo</p> <p>3,143 Carey Holland</p> <p>3,137 Tyler Boulden</p> <p>3,107 Justin Adams</p> <p>3,107 Ryan Hall</p> <p>3,104 Sokol Fazliu</p> <p>3,084 Nicole Herrin</p> <p>3,076 Daniel Ramirez</p> <p>3,067 Cara DeFiore</p> <p>3,063 Matthew Diulus</p> <p>3,049 Nelson Desmond</p> <p>3,048 Justin Sutton</p> <p>3,046 Timothy Wilson</p> <p>3,046 Darrin Roberts</p>	<p>\$ 3,036 Jennifer Spalding</p> <p>3,026 Jesus Parra</p> <p>3,022 Breann Hoenig</p> <p>3,019 Aaron Piotrowski</p> <p>3,017 Minh Phung</p> <p>3,017 Andres Cano</p> <p>2,983 Gunnar Jorstad</p> <p>2,977 Matthew Hudlin</p> <p>2,976 Jessica Daniels</p> <p>2,930 Matthew McDowell</p> <p>2,907 Michael Maloney</p> <p>2,871 Adem Abdula</p> <p>2,870 Shanita Friedlander</p> <p>2,835 Avion Johnson</p> <p>2,821 Alexandra Jaeger</p> <p>2,807 Doris Martinez Garcia</p> <p>2,793 Dale Fortune</p> <p>2,792 Jeanine Barlettano</p> <p>2,760 Hugo Flores</p> <p>2,757 Outtara Ly-Beltre</p> <p>2,732 Steve Svendson</p> <p>2,718 Christopher McGlynn</p> <p>2,718 Daniel Foore</p> <p>2,700 Aaron Patt</p> <p>2,691 Klaudio Merizaj</p> <p>2,661 Jason Green</p> <p>2,653 Carlos Falcon Barros</p> <p>2,647 Ronald Davis</p> <p>2,643 Saul Lopez</p> <p>2,642 Tabitha McDermid</p> <p>2,597 Michael Gerstein</p> <p>2,589 Edward Leon</p> <p>2,577 Steve Bryant</p> <p>2,567 Francis Ingulli</p> <p>2,546 Mario Borino</p> <p>2,544 Aaron Chen</p> <p>2,530 Tyler Tasa</p> <p>2,524 Ricardo Franco</p> <p>2,520 Alexander Gross</p> <p>2,471 Derek Johnson</p> <p>2,464 Armando Aiello</p> <p>2,431 Matthew Abdo</p> <p>2,410 Monica Montgomery</p> <p>2,402 Jessica Davis</p> <p>2,396 Danisabel Rodriguez</p> <p>2,391 Saige Starkoff</p> <p>2,389 Michael Geyer</p> <p>2,364 Timothy Welsh</p> <p>2,363 Marcus Moody</p> <p>2,357 Khadijah Muhammad</p> <p>2,345 Taurean Flournoy</p> <p>2,301 Funmilola Elumade</p> <p>2,296 Andrew Elledge</p> <p>2,296 Sara Hart</p> <p>2,284 Sabrina Smith</p> <p>2,279 Jeremiah Russin</p> <p>2,248 Zachary Poker</p> <p>2,235 Beau Cullen</p> <p>2,215 Conner White</p> <p>2,197 Marvin Gonzalez</p> <p>2,187 Aldo Ramirez Marinelli</p> <p>2,186 Jasmyne Norris</p> <p>2,168 Troy Williams</p> <p>2,153 Justin Rydzziel</p> <p>2,149 Mickey Adkins</p> <p>2,133 Julian Navalta</p> <p>2,094 Adrain Alford</p>	<p>\$ 2,089 Stefani Miller</p> <p>2,074 Lalitha Janardhanan</p> <p>2,068 Jonathan Ballard</p> <p>2,038 Brandon Schwed</p> <p>2,032 Aliya Johansen</p> <p>2,027 Stephen Davis</p> <p>2,025 Kaia Pirazzini</p> <p>2,006 Jissel Leal</p> <p>1,987 Lauren Vassallo</p> <p>1,966 Quashade Copney</p> <p>1,963 Brody Maughan-Evanson</p> <p>1,957 Jimmy Quiffille</p> <p>1,950 Sean Gillespie</p> <p>1,950 Edon Nevzadi</p> <p>1,936 Morgan Lobello</p> <p>1,934 Jacob Krakora</p> <p>1,925 Johnny Ly</p> <p>1,917 Elyse Bryan</p> <p>1,909 Miguel Diego Esquivel</p> <p>1,906 Augusto Arango</p> <p>1,903 Ruben Terrero</p> <p>1,901 Travis Vaughn</p> <p>1,900 Dina Boghdady</p> <p>1,899 Jesse Benwell</p> <p>1,892 Tamar Epton</p> <p>1,882 Kurt Evans</p> <p>1,879 Willie Cummings</p> <p>1,876 Paige Zuzick</p> <p>1,872 Vivian Trinh</p> <p>1,865 Noe Perez</p> <p>1,853 Luciano Valero Vidal</p> <p>1,852 Morvarid Tadayon</p> <p>1,846 Jesse Rennich</p> <p>1,846 Phoebe He</p> <p>1,846 Tanner Duy</p> <p>1,833 Dmitry Pendro</p> <p>1,832 Amanda Urdaneta</p> <p>1,825 Heather Graham</p> <p>1,822 Stephanie Montecillo</p> <p>1,818 Todd Krupa</p> <p>1,810 Tommie Gibson</p> <p>1,808 Nancy Djendji</p> <p>1,804 Steven Counts</p> <p>1,803 Alex Grushko</p> <p>1,796 Andrea Schmitt</p> <p>1,789 Dan Williams</p> <p>1,786 Ruben Gomez</p> <p>1,771 Paul Kelly</p> <p>1,764 Tanner West</p> <p>1,754 Rachael Fleming</p> <p>1,750 Raul Rojas</p> <p>1,746 Montana McDonald</p> <p>1,739 Luis Osorio Bello</p> <p>1,734 Joseph Bell</p> <p>1,727 Heriberto Chavez</p> <p>1,719 Dinor Rexhepi</p> <p>1,717 Nicole Wright</p> <p>1,713 Jagdish Sukhu</p> <p>1,706 Kenson Delva</p> <p>1,704 Nakita Fortin</p> <p>1,688 Roger Fredericks</p> <p>1,686 Jacob Krieger</p> <p>1,680 Imani Banks</p> <p>1,676 Tyler Worstell</p> <p>1,658 Mavrick Fredericks</p> <p>1,647 Evelyn Romero</p>	<p>\$ 1,637 Tiffani Tavormina</p> <p>1,632 Travis White</p> <p>1,622 Susana Vargas</p> <p>1,618 Kara Roenspies</p> <p>1,609 Christopher Fortenberry</p> <p>1,608 Pretoria Samuel</p> <p>1,596 James Romero</p> <p>1,590 Nathan Stuck</p> <p>1,572 Nadia Bailey-Robinson</p> <p>1,570 Steven Roberts</p> <p>1,561 Taulant Bane</p> <p>1,559 Jeffrey A Smith</p> <p>1,558 Tyler Ortiz</p> <p>1,551 Awa Babou</p> <p>1,535 Shawn Feistamel</p> <p>1,527 Sherrie McCarty</p> <p>1,519 Al-Shakise Anderson</p> <p>1,512 Daniel Schwartz</p> <p>1,507 Asiguy Haugabook</p> <p>1,506 Sara Cressman</p> <p>1,501 Jake Taylor</p> <p>1,493 Nicola Albano</p> <p>1,488 Juan Leonardo</p> <p>1,488 Cartiza Rojas</p> <p>1,470 Lambert McElrath</p> <p>1,452 Ethan Stingley</p> <p>1,450 Anthony Williams</p> <p>1,446 Sione Maumau</p> <p>1,445 Charles Powers</p> <p>1,431 Begona Patino-Lopez</p> <p>1,422 Stephen Jeung</p> <p>1,417 Dwayne Gomez</p> <p>1,409 Rebecca Patterson</p> <p>1,402 Paul Torman</p> <p>1,401 Shawn Lewicki</p> <p>1,400 Madison Kilburn</p> <p>1,397 Jalen Holmes</p> <p>1,388 Sirdaniel Turner</p> <p>1,382 Enri Sako</p> <p>1,376 Roselvy Mediavilla</p> <p>1,374 Lori Hamel Johnson</p> <p>1,367 Dirk Devries</p> <p>1,323 Erin Allen</p> <p>1,308 Joshua Goodman</p> <p>1,299 Dylan Jackson</p> <p>1,296 Eric Peyton</p> <p>1,292 Bryan Brasil</p> <p>1,291 Jeffrey Hall</p> <p>1,288 Daniel Arif</p> <p>1,267 David Rigney</p> <p>1,266 Brittmarie Yarian</p> <p>1,265 Holli Allien</p> <p>1,264 Derek Sutherlin</p> <p>1,262 Colin Kowet</p> <p>1,236 Daniel Orr</p> <p>1,236 Nicholas Micare</p> <p>1,217 Joshua Yurinko</p> <p>1,208 Arnessa Beamon</p> <p>1,198 Ashley Kopchak</p> <p>1,164 Sean Byler</p> <p>1,161 Jose Anderson</p> <p>1,160 Edwin Lapitan</p> <p>1,159 Paul Rumbuc</p> <p>1,151 Tennon Mather</p> <p>1,145 Matthew Adams</p> <p>1,144 Jamie Beuschel</p> <p>1,116 Laila Abadi</p>	<p>\$ 1,098 Bryce Engstrom</p> <p>1,091 Peer Shmelzer</p> <p>1,086 Joseph Nelson</p> <p>1,086 Iffrah Tahir</p> <p>1,068 Cayla Ellenberger</p> <p>1,063 Richard Sidoti</p> <p>1,051 Daniel Arzate Roa</p> <p>1,048 Amr Shater</p> <p>1,045 Kendall Wilson</p> <p>1,040 Gloria Cristobal</p> <p>1,036 Casey Combs</p> <p>1,031 Tevin Overton</p> <p>1,024 Aaron Ebel</p> <p>1,023 Sayed Hashimi</p> <p>1,001 Jeff Wentworth</p> <p>1,001 Veronica Britos</p> <p>991 Ashley O'Donal</p> <p>990 Jose Cuellar</p> <p>970 Roxie Soto</p> <p>963 Mac Duddy</p> <p>959 Gregory Caldwell</p> <p>953 Molly Remhof</p> <p>948 Rocky Allen</p> <p>947 Justin Schmidt</p> <p>945 Justin Maska</p> <p>943 Anthony Aiello</p> <p>938 Deanna Arceno</p> <p>935 Asante Jackson</p> <p>933 Josh Spence</p> <p>922 Mohamad Awdi</p> <p>905 Drew Herstine</p> <p>902 Cherod Gadsdon</p> <p>899 Sierra Kelsey</p> <p>893 Maria Montoya</p> <p>893 Tyler Parker</p> <p>890 Joy Vann-Austin</p> <p>882 Nathan Gay</p> <p>879 Joshua Briggs</p> <p>874 Raveen Franklyn</p> <p>873 Jonathan Collins</p> <p>870 Alejandro Sanchez Rios</p> <p>864 Tichina Houghton</p> <p>861 Salaur Khorrami</p> <p>859 Yael Enriquez</p> <p>851 Breyon Williams</p> <p>846 Michele Faul</p> <p>842 Ardian Gojcaj</p> <p>840 Alex Paguio</p> <p>840 Andrew Siebert</p> <p>835 Noris Dominguez Ramirez</p> <p>832 Blake Tomblin</p> <p>828 Daryuztka Rodriguez Balza</p> <p>827 Isaac Foster</p> <p>820 Stuart Guthrie</p> <p>816 Kevin Butchino</p> <p>801 Bradley Fordyce</p> <p>797 Joseph Michelin</p> <p>793 Henry Jacobs</p> <p>793 Aldalyne Aldana Bello</p> <p>791 Sonia Tyner</p> <p>771 William Dugan</p> <p>769 Anthony Chinaglia</p> <p>767 Malcolm Pasquier</p> <p>766 Sean Hansen</p>	<p>\$ 765 Tarek Elabasy</p> <p>762 Michael Hutchinson</p> <p>760 Braydon Cameron</p> <p>755 Kevin Valentin Ross</p> <p>748 Christopher Gilbert</p> <p>747 Andres Liranzo</p> <p>745 Ryan Cummings</p> <p>743 Jose Matos</p> <p>740 Gerardo Gonzalez</p> <p>728 Normaned Arrocho Pendas</p> <p>722 Michelle Gould</p> <p>722 Lubraska Iguaro</p> <p>721 Leonardo Alsina</p> <p>720 Marvelie Sanchez</p> <p>715 Emily Klich</p> <p>703 Daniel Ruiz</p> <p>699 Jose Nusenu</p> <p>691 Davina Vo</p> <p>672 Sky Plunkett</p> <p>660 Jesse Tarr</p> <p>654 Oliyany Mattos Abella</p> <p>649 Temesghen Starr</p> <p>649 Kwabena Antwi</p> <p>645 Christopher Rolph</p> <p>627 Rafael Medina</p> <p>627 Mariah Luquin Botello</p> <p>619 Denise Kyrkos</p> <p>619 Shane Valentine</p> <p>616 Lisa Fortinberry</p>
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SA/9A DIRECT CODE FIELD TRAINING BONUS

1	2	3	4	5
				
SEAN TAYLOR \$48,151 Henderson-Locker	JAIRO CABRERA ROJAS \$20,873 Richardson Latino Division	MARIA LA CRUZ \$18,073 Richardson Latino Division	PEDRO COLLS NUNEZ \$13,718 Richardson Latino Division	NATALY ZEITOUNE \$12,505 Richardson Latino Division

R9A LEADERSHIP BONUS

1	2	3
		
MARIO HAJRO \$384,029 AO	MARK NEILSON \$127,706 AO	BOBBY GUJRAL \$97,673 AO

MARCH BONUS LEADERS

PAYOUT: \$744,873

QUALIFIERS: 535

<ul style="list-style-type: none"> \$ 48,151 Sean Taylor 20,873 Jairo Cabrera Rojas 18,073 Maria La Cruz 13,718 Pedro Colls Nunez 12,505 Nataly Zeitoune 10,172 Sarelisa Marin De Diaz 10,113 Adrian Perez Gonzalez 9,868 David Ferriolo 9,148 Dmitry Pendro 8,899 Daniela Fraga Marini 7,991 Eduardo Rivas 7,958 Mariana Landaeta 7,914 Elio Mertiri 7,906 Herlin Celicourt 7,341 Austin Barnhart 7,070 Carlos Camacho Medina 7,037 Nathaniel Magda 6,947 Bryce Engstrom 6,873 Nancy Djendji 6,303 Randy Tucker 6,300 Noris Dominguez Ramirez 6,041 Kevin Yeager 5,742 Scott Urbanowicz 5,645 Ronke Olusegun 5,445 Luis Soriano 5,412 Dulce Paz 5,390 Andrew Jeans 5,316 Joshua Butrey 5,268 Jakob Terry 5,007 Michael Maloney 4,995 Gustavo Cardenas Gonzalez 4,985 Melissa Grieb 4,979 Lindsay Belham 4,765 Mario Borino 4,686 Evelyn Romero 4,605 Dalton Cassavoy 4,545 Lyndee Peters-Hakim 4,533 Oriana Acosta Fernandez 4,480 Tristan A Smith 4,415 Michael Conner 4,376 Hector Cruz 4,272 Havis Alvarado 4,054 Michael Hutchinson 4,037 Armita Ghalandar 	<ul style="list-style-type: none"> \$ 3,908 Daniela D Gomez 3,847 Jenny Anderson 3,671 Jade Denny 3,597 Jonathan Collins 3,566 Donald Wash 3,432 Salaur Khorrami 3,373 Ryan Martin 3,353 Tyler Tasa 3,262 Anibal Lopez Hernandez 3,187 Carlos Figueroa Perez 3,109 Danielle Anderson 3,067 Kyla Greig 3,062 Carolyn George 3,050 Mayra Gutierrez Rodriguez 3,030 Denise Kyrkos 2,967 Matthew Code 2,951 Alexander Gomez 2,872 Patrick Sullivan 2,852 Kimbria Bracey 2,805 Braydon Cameron 2,780 Sayed Hashimi 2,733 Binyam Abune 2,716 John Crespini 2,711 Yuhung Yeh 2,705 Jared Guglielmino 2,694 Chayson Williams 2,664 Jamie Beuschel 2,628 Ryan Schreiber 2,607 Sabrina Agostini 2,599 Chase Snider 2,598 Alex Jankowski 2,597 Nathan Hunt 2,556 Luz Cortes 2,543 Daryuztka Rodriguez Balza 2,517 Mackenzie Burchett 2,393 Jihad Ottallah 2,379 Ahmadyosuf Ahmadjamshid 2,365 Sebastian Correa Mendez 2,313 Logan Buckley 2,281 Steven Roberts 2,238 Lawrence Forgie 2,221 Frederic Diaz Mata 2,218 Kyle Baggett 2,147 Luke Reiter 2,106 Donovan Charleston 	<ul style="list-style-type: none"> \$ 2,097 Richard Sidoti 2,088 Rosa Colmenares Borrego 2,084 Damaris Trejo 2,070 Christian Salcedo 2,034 Pretoria Samuel 2,032 Mariana Morales 2,025 Noah Vongunden 2,003 Kevin Valentin Ross 1,990 Jennifer Terife 1,965 Tysen Banks 1,965 Rubin Chaimov 1,933 Rodney Williams 1,912 Virginia Hebert 1,911 Selale Boobier 1,894 Osiris Kessinger 1,875 Jennifer Webb 1,873 Alyssa Kingsley 1,863 Alexandra Gomez 1,856 Kendrick Greene 1,853 Paige Zuzick 1,826 Carlos Colina 1,801 Adrian Watson 1,800 Joshua Notte 1,796 Ana Machado Rodriguez 1,790 Donald Lewis 1,761 Ryan Queyrouze 1,748 Woodrow Kincaid 1,748 David Asbra 1,732 John Curry 1,719 Sharissa Andreas 1,687 Robert Burns 1,685 Jessica Rosenberg 1,646 Trevor Bailey 1,645 Cooper Davidson 1,631 Juan Aleman Madriz 1,622 Dylan Hurd 1,618 Jessie Holland 1,604 Fernando Molina 1,604 Vanessa Rodriguez 1,598 Joseph Michelin 1,575 Jarrell Jackson 1,575 Maughan-Evanson 1,572 Michael Geyer 1,553 Francisco Morell 1,527 Dana Everett 1,524 Sarah Walter 1,507 Charles Gangloff 1,494 Holli Allien 	<ul style="list-style-type: none"> \$ 1,477 Brenna Behan 1,474 Jordan Hamrick 1,467 Brianna Jasinski 1,463 Cristian Yanez Ojeda 1,455 Roberto Navarro 1,443 LaQuanda Calhoun 1,442 Dylan Murphy 1,426 Jordan Ballard 1,416 Jordan Viaje 1,413 Gabrielle Kolar 1,408 Joshua McTier 1,405 Stephanie Rogers 1,382 Eric Morris 1,380 Malcolm Pasquier 1,375 Kyle Mulzer 1,375 Sara Lantz 1,365 Alex Grushko 1,357 Maziar Taghdiry 1,349 Alexandria Greer 1,343 Jose Corredor 1,328 Jake Taylor 1,328 Matthew Mastorovich 1,313 Michael Joseph 1,305 Marcus Pettigrew 1,282 Kevin Gomez 1,272 Andres Cano 1,272 Shiva Latify 1,269 Adam Calnan 1,266 Jeffery May 1,259 Terrell Gray 1,247 Byron Patterson 1,241 Francis Centrone 1,210 Justin Sherman 1,194 Brittmari Yarian 1,190 Jacob Kieffer 1,182 Agnieszka Kuspier 1,177 Staci Brown 1,163 Yanell Peguero 1,155 Patrick Minto 1,128 Amiel Gutierrez 1,124 Jose Matos 1,089 Carl Weydeman 1,085 Matthew Sturgis 1,070 Kylee Blehm 1,069 Edwin Perez 1,064 Daniela Rangel 1,051 Matthew Melhorn 1,051 Charlene Vasquez 	<ul style="list-style-type: none"> \$ 1,048 Danny Souri 1,029 Charles Biggers 1,004 Hunter Bischoff 1,000 Joshua Briggs 990 Ashley Charriere 989 Matthew Kerfoot 989 Rochelle Magpantay 988 Daoud Naser 979 Alex Paguio 966 Mario Montes Santiago 962 Christian Navarro 954 Colin Desnoyers 950 Joshua Lopez 950 Giancarlo Coppola 948 Kacey Morgan 947 Nathan Stuck 917 Rosmery Gomez Castillo 916 Ryan Miller 916 Henry Jacobs 909 Damon Stroup 887 Veronica Acurero 870 Bettania Ramos 864 Sofia Cedeno Leal 858 Jennifer Savino 856 Jacoby Barry 852 Caitlyn Krichew 843 Thomas Blaney 839 Dustin Holtz 838 Lejla Jacobsen 828 Louise Janvier 811 James Romero 806 Lamarca Jackson 804 Tyler Ghormley 793 Ryan Luera 789 Giorgi Gogidze 786 Mitchell McLaughlin 779 Awbrei Vachon 771 David Archer 766 Mariann Kirby 759 Erica Bethea 752 Jose Matos 747 Youliana Mikhael 746 Tanner Midlick 741 Katie Stahulak 741 Jojuan Wilson 722 Samantha Lopiccolo 715 Gunnar Jorstad 700 Michael Locke 	<ul style="list-style-type: none"> \$ 698 Juan Leonardo 697 Sandra Armendariz 697 Rain Suverkrubbe 691 Carlos Falcon Barros 687 Jonathon Carothers 687 Tanya Diaz 684 Bryan Brasil 681 Daniel Arzate Roa 675 Scott Franklin 672 Carlos Frias Caraballo 661 Abraham El Refaei 660 Aliyah Weathers 658 De'Carleon Townsend 656 Austin Ewing 651 Traci Alderman 651 David C Williams 637 Ayisha Henry 625 Jared Romero 617 Amy Hull 612 Nina Blackmon 596 Eric Caballero 596 Chandler Reed 594 Maria Guedez Melendez 592 Todd Krupa 587 Zack Gordon 583 Mercedes Bens 581 Sean Hansen 578 Wilmer Guillen 565 Jacob Krieger 562 Lili McLaughlin 559 Bradley Christiansen 558 Tyler Menge 557 Alexandra Key 557 Sydney McNeal 542 Caitlin Roth 535 Hugo Flores 534 Jermaine Moye 532 Aaron Ebel 530 Amanda Thompson 519 Kye Williams 517 Brandan Cain 514 Kurt Evans 513 Jin Chen 510 Michael Panella 508 Jimmy Johnson 508 Aaron Chen 503 Sonia Tyner
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MARCH BONUS LEADERS

PAYOUT: \$2,803,061

QUALIFIERS: 209

<ul style="list-style-type: none"> \$ 384,029 Mario Hajro 127,706 Mark Neilson 97,673 Bobby Gujral 95,442 Helgi Bistochett Navarro 75,830 Robert Janev 69,079 Joshua Olin 62,959 Joe Lewo 51,150 Justin Adams 50,101 Walter Icaza 49,054 Taulant Bane 44,432 Melinda-Rae Lyse 42,293 Maughan-Evanson 40,781 Jessica Chang 40,184 Tahir Quintero Bonilla 40,154 David Carpenter 39,578 Eric Thompson 36,863 James Marks 35,313 Justin Sutton 34,762 Britton Costa 34,712 Mike Paragiou 32,898 Corey Helly 31,246 James Sodan 29,735 Tony Geer 29,579 Kimberly Hamilton 29,091 Reynolds Akuamoaa 26,822 Astrid Castrillon 26,258 Jenny Kim 26,175 Andrew Bishop 24,540 Christopher Hintz 24,456 Chase Miller 	<ul style="list-style-type: none"> \$ 23,884 Cody Gardner 23,748 Scott Wheeler 22,048 Daryl Graham 21,837 Matthew Diulus 21,359 Arif Hajro 20,823 Brent Bowling 20,465 Mark Bernsdorff 20,426 Ryan Stenglein 19,468 John Vacca 18,470 Andy Batten 18,253 Tyler Boulden 17,897 Ryan Hall 16,871 Stuart Pagan 16,352 Alberto Alcalá 15,938 Bobby Hamilton 15,729 Joseph Tomanovich 15,498 Ronald Rivera 15,095 Clayton Slaughter 14,747 Gabriela Sime 14,653 Johnny Ly 14,321 Jeffrey Espinal 14,230 Brandon Summerton 14,025 Matthew Turnquist 13,351 David Wang 13,232 Samantha Ralston 12,621 Matthew Conrad 12,101 Meaghan Krecsko 11,726 Sokol Fazliu 11,684 Eno Iftiu 11,613 Kelly Ekker 11,504 Steven King 11,429 Adam Kidikas 11,337 Mark Lahijani 	<ul style="list-style-type: none"> \$ 11,159 Brian Jerome 11,089 Adianeza Rodriguez 10,910 Bruce Viaje 10,493 Doron Freud 10,482 Sara Vaz 10,405 Raymond Risucci 10,371 Gregory Rudolph 10,323 Andrew Chambers 10,150 Sergio Carta 10,092 Jesse Rennich 9,904 Jeffrey A Smith 9,875 Ashley Wenning 9,373 Patrick Knouse 9,369 John Santosuosso 9,352 Joshua Jackson 9,252 Taurean Flournoy 8,997 Michael Gerstein 8,670 Derek Foore 8,011 Anizabeth Parra Gonzalez 7,979 Justin Hermann 7,935 Steve Bryant 7,876 Randall Cook 7,825 Jake Yagjian 7,724 Tim McAdams 7,676 Ryan Wilson 7,081 Alexis Naranjo 7,019 Jason Bratin 6,919 Duane Shaw 6,859 Giovanni Diduro 6,527 Paul Kelly 6,236 Daniel G Johnson 5,885 Daniel Orr 	<ul style="list-style-type: none"> \$ 5,826 Tyler Worstell 5,697 Kingsley Ibeh 5,639 Phi Phan 5,603 Matthew Bogle 5,566 Yael Enriquez 5,521 Conor Markins 5,367 Bobby Park 5,024 William Parmeter 4,925 Jeremiah Russin 4,695 Raul Rojas 4,607 Michael Botond 4,534 Robert Jackson 4,306 Jinely Urena 4,300 Shawn Lewicki 4,251 Aaron Parks 4,082 Alfredo Garcia 3,866 Mac Duddy 3,844 Brandon Schwed 3,838 Michael McKiernan 3,806 Dustin Dunbar 3,750 Chris McFoy 3,720 Conner White 3,709 Hasan Ghazal 3,600 Michael Burningham 3,467 Richard Whyte 3,439 Adrain Alfred 3,330 William Dugan 3,239 Magda Figueiredo 3,190 Erin Allen 3,067 Peter Kwiatkowski 3,063 Michael Clemente 3,049 DeShawn Moore 	<ul style="list-style-type: none"> \$ 3,048 Anthony Mazurkewicz 3,019 Zach Otto 3,006 Michael Romero 2,977 Michael Russo 2,930 Patrick Donovan 2,883 Gary Slocum 2,753 Joshua Goodman 2,647 Ed-Maggie Myrthil 2,524 Isaac Foster 2,471 Stella Roznovan 2,468 Travis Vaughn 2,464 Alexis Pineiro 2,410 Darrin Roberts 2,402 Christopher Bentley 2,390 Duni Olusegun 2,363 Jessica Kay 2,357 John Collins 2,290 Slavita Hut 2,282 Andre Bent 2,235 Evan Donoghue 2,228 Samy Jacques 2,153 Matthew Hudlin 2,133 Joseph Rotolo 2,038 David Rigney 2,033 Michael Battaglio 1,957 Darrell Asbell 1,934 Zachery Kertulis 1,899 Christopher Bungay 1,846 Tyler Ortiz 1,796 Andrew Hynan 1,795 Donald DeVoice 1,706 Mavrick Fredericks 	<ul style="list-style-type: none"> \$ 1,681 Ryan Ohm 1,609 Victoria Lewis 1,538 David Bilotti 1,531 Paul Samra 1,488 Daniel Pacheco 1,450 Ryan Crawford 1,400 Charles Ferrari 1,192 Athea Buchanan 1,116 Adem Abdula 1,082 Aaron Piotrowski 991 Jeff Wentworth 973 Saul Lopez 963 Morgan Lobello 953 Nicole Preston 948 Ross Ewen 938 Kevin Butchino 933 Rielly Maher 893 Mark Auwil 820 Drake Smith 740 Mayra Robles 645 Daniel Perkins 628 Ryan McIntosh 627 Noe Perez 616 Travis Picklesimer 608 Darez Meriwether 601 Troy Williams 575 Awa Babou 574 Jillian Heaney 551 Devon Chapman
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MGA/RGA GROWTH BONUS

MGA

1 ENO IFTIU \$126,178 AO	2 ARIF HAJRO \$122,560 AO	3 BRODY MAUGHAN-EVANSON \$84,859 Simon Arias	4 JONATHAN RINDT \$59,274 Simon Arias	5 ZACH OTTO \$56,634 Sabrina Lloyd
6 MATTHEW CONRAD \$39,413 S-S-Parks-Salvaggi	7 NICHOLAS CHUMA \$37,652 S-S-Bendure-Hartwig	8 PATRYCJA GRUDZINSKA \$33,632 Sabrina Lloyd	9 ALON BARNUR \$29,489 AO	10 TAMI CHAIMOV \$25,940 Jamison Weatherspoon

RGA

1 MARIO HAJRO \$248,737 AO	2 JAMES MARKS \$59,274 Simon Arias	3 JUSTIN ADAMS \$46,521 Simon Arias	4 CHASE MILLER \$37,652 S-S-Bendure-Hartwig	5 ROBERT JANEV \$33,632 Sabrina Lloyd
6 MELINDA-RAE LYSE \$29,489 AO	7 SCOTT WHEELER \$27,897 Satti-Kanaan	8 DAVID CARPENTER \$25,815 Dustin Venekamp	9 GREGORY RUDOLPH \$24,144 Simon Arias	10 JEFFREY A SMITH \$23,105 Simon Arias

MARCH BONUS LEADERS | PAYOUT: \$2,740,136 | QUALIFIERS: 212

MGA

- \$ 126,178 Eno Iftiu
- \$ 122,560 Arif Hajro
- \$ 84,859 Brody Maughan-Evanson
- \$ 59,274 Jonathan Rindt
- \$ 56,634 Zach Otto

RGA

- \$ 248,737 Mario Hajro
- \$ 59,274 James Marks
- \$ 46,521 Justin Adams
- \$ 37,652 Chase Miller
- \$ 33,632 Robert Janev

- \$ 29,489 Melinda-Rae Lyse
- \$ 27,897 Scott Wheeler
- \$ 25,815 David Carpenter
- \$ 24,144 Gregory Rudolph
- \$ 23,105 Jeffrey A Smith



REINSTATEMENT BONUS

1	2	3	4	5
				
JAMES C CARTER \$6,245 S-S-Parks-Salvaggi	ORBY KELLEY \$5,743 S-S-Bendure-Hartwig	SAMI MOGANNAM \$4,687 Andrew McQuade	NICHOLAS GASPARRO \$4,565 Sabrina Lloyd	MITCHELL LOOK \$4,200 S-S-Parks-Salvaggi

MARCH BONUS LEADERS

PAYOUT: **\$128,868**

QUALIFIERS: **222**

\$ 6,245 James C Carter	\$ 2,136 Nabil Spahi	\$ 1,210 Phyto Phyto	\$ 911 Maurice Baritz	\$ 710 Brenda Coronado	\$ 586 Mark Harhager
5,743 Orby Kelley	1,881 Carmen Arroyo	1,186 Cody Toth	901 Bradley Weigand	707 Gina Kramer	556 Calene Rogers
4,687 Sami Mogannam	1,826 Jack Craig	1,165 Kayla Kuhn	897 Scott Florin	699 Andrew Chambers	550 Shavonne Grant
4,565 Nicholas Gasparro	1,691 Benjamin Giamalva	1,161 Lorena Barriere	874 Benjamin Newhouse	698 Dinah Cawthorne	521 Leslie Volpe
4,200 Mitchell Look	1,554 Megan Russell	1,139 Joseph Faisant	861 Jenny Alvarez	696 Roxie Soto	515 Joaquin Santos
3,786 Denise Ley	1,323 Joseph B Smith	1,067 Meakie Grice	823 Diane Carrion	696 Andrea Yee	511 Scott Dillingham
3,092 Zenon Zorij	1,319 Faith Jones	1,062 Muhammed Ashraf	799 Victor Ledesma	688 Paola Ramos	508 Travis Dixon
2,870 Marc D'Emilia	1,318 Anna Senra	1,032 Sharon Manning	789 Alvin Hagens	682 Steven Mason	506 Franklin Johnson
2,763 Loraine Patterson	1,276 Leonardo Perez	1,026 Lynn Svoboda	786 Valerie Ross	657 Pamela Faircloth	505 Adam Calnan
2,761 Dason Phaul	1,260 Steve Hartman	979 John Schaeffer	781 Lyndon Prosser	620 Amoy Wyndham	501 Michele Faul
2,670 Miguel Hernandez	1,250 Jack Keiderling	953 Gregory Caldwell	740 Lawrence Dennis	615 Ryan Vopat	
2,651 Michael McClintock	1,249 Andrew Brennan	922 Dawid Liniewski	713 Laurekins Pardovani	594 Hal Herman	

6 BONUS TOTAL: \$16,203,792

WORLD'S GREATEST \$5,562,125	LEADERSHIP \$4,224,729	SA/GA TRAINING \$744,873	RGA LEADERSHIP \$2,803,061	MGA/RGA GROWTH \$2,740,136	REINSTATEMENT \$128,868
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All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals | WGB recognition is based on \$1,000 MTD Net ALP minimum achievement level

FOUNDERS CLUB

March Qualifiers—
Outstanding Producers:

	Lily Sakai Cohen-Velasquez 38 Qualifications \$150,143 Net ALP 91.5 RET		Roger Fredericks AO 8 Qualifications \$144,665 Net ALP 89.2 RET		Carmen Arroyo Theodore Pappas 7 Qualifications \$233,841 Net ALP 83.4 RET
	Muhammed Ashraf Theodore Pappas 17 Qualifications \$106,662 Net ALP 87.6 RET		Derrick Mason Chad Deley 4 Qualifications \$105,996 Net ALP 82.0 RET		Mathew Kahwaji AO 1 Qualification \$137,520 Net ALP 84.8 RET
	Yelitza Dominguez Jesus Romero 1 Qualification \$86,073 Net ALP 91.1 RET		Dominick Nieves S-S-Parks-Salvaggi 1 Qualification \$83,846 Net ALP 86.6 RET		Joachim Jean Laura Fisher 16 Qualifications \$87,108 Net ALP 96.6 RET
	Epifania Segovia Barreto Jesus Romero 2 Qualifications \$77,108 Net ALP 87.0 RET		Sara Hart AO 1 Qualification \$73,088 Net ALP 82.7 RET		Samuel Holden Brett Gryska 1 Qualification \$78,876 Net ALP 82.3 RET
					Amir Iranidoosthaghghi AO 1 Qualification \$63,848 Net ALP 88.8 RET

PLATINUM PR Club Member

Platinum PR is the most Prestigious level of Achievement Awards for Public Relations and recognizes those who have achieved a personal production level of 250,000 leads. Each qualifier receives a \$5,000 bonus and a special award.



Al Wall
Ontario
Qualified 2/28/22
256,109 Cards

MILLION DOLLAR CLUB

Another champion, another milestone!

Each champion will receive a bonus of \$5,000, plus \$5,000 for each additional qualification, and the Million Dollar Club Award. Congratulations on your achievements!



David Rigney
Kevin Holtz
Contracted 12/10/11
Qualified 3/31/22
\$1,036,369 Net ALP



Tyler McKnight
AO
Contracted 4/25/12
Qualified 3/31/22
\$1,023,948 Net ALP



Jean M Joseph
Tom Williams
Contracted 12/29/11
Qualified 3/31/22
\$1,020,721 Net ALP



Raymond Lau
AO
Contracted 8/30/95
Qualified 3/31/22
\$1,017,510 Net ALP



Charles Belt
Arias-Dlabik
Contracted 6/19/10
Qualified 3/31/22
\$1,011,593 Net ALP

DIRECTORS OF THE MONTH



Leaders growing leaders

Sales Director of the Month



Diego Arango

Diego had 34.36% growth over March 2021.

VP of the Month



Renee Jeffries

Renee had 5.25% growth over March 2021.

PR Director of the Month



Jacqueline Lowe

Jacqueline met 132.19% of Objective during March 2022.

THE BEST OF BOTH WORLDS



David Zophin

President
American Income Life &
National Income Life Divisions

THE only thing better than having a reason to celebrate is having something to look forward to. Luckily for us, we have both, and plenty on both sides.

At our recent SGA meeting, I realized AIL-NILICO is ideally positioned between an impressive past and a promising future. It was the best SGA meeting I've ever attended, and maybe even the best one ever. The mix of touting recent accomplishments, the high energy among the SGAs, and the excitement for what's to come came together perfectly for a fantastic meeting. A highlight for us all was breaking our previous record – our meeting attendees donated \$65,000 to Casa Hogar! What an exceptional time this is in our Company's history.

Looking back over the past two years, AIL-NILICO has shattered expectations, broken records, and reached

new heights. We've overcome adversity, been there for our clients, and extended our *Opportunity Unlimited* to so many quality, hardworking individuals. All of these accomplishments give us so many reasons to celebrate, and they also point to a very bright future we can all look forward to.

Something in particular I'm looking forward to in the very near future is seeing everyone in Vegas to celebrate our 2021 award winners and Convention qualifiers. I'm so excited to recognize the accomplishments of our top performers and be a part of what's sure to be a memorable occasion.

I also hope that Convention is more than just a celebration of last year's success; I hope it's an opportunity for attendees to meet their peers from around the country and gain insight into how they got there. Convention is more than just a few days to party – it's a chance for everyone to network, to exchange ideas, and to broaden their understanding of this industry and how one can be successful in it.

If you want it to be, Convention can be incredibly inspiring. (Trust me, I know.)

I remember my first Convention with remarkable clarity. It was in 2001 on a Puerto Rican cruise, and it changed my

entire perspective on the Company. I gained a new understanding of just how big it was and how competitive everyone was. Being around the Company's top performers really lit a fire under me to get on that stage. By the time Convention was over, I realized I hadn't just been there to celebrate a successful year ... I had been there to generate a better future.

To all Convention qualifiers and award winners, I hope you use every successful moment you experience in your career as a reason to celebrate your accomplishments and recognize your worth. I hope you also use these moments as momentum to keep propelling yourself upward, forever toward the next level.

And to those of you who didn't quite qualify for Convention this year, seize this moment as the first step on your journey to Convention 2023. See your own promising future that will award you with many reasons to celebrate. Put yourself in a position to be both proud of your past and excited for your future.

It's an incredible time to be a part of this Company, and there's nowhere I'd rather be. Thank you to everyone who has helped put us in the great position we are today. I anticipate an even greater one tomorrow. 🙌



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Waco, TX 76710

MARCH TOP ACHIEVERS

The Monthly Top Achievers include the top Rookie Producer, Veteran Producer, SA, and GA in their respective monthly categories, the top two MGAs and RGAs in Categories I-IV based on monthly % growth, the PR Representative with the most cards generated for the month, and the top two SGAs in Categories I-IV based on monthly % objective.



**ROOKIE
PRODUCER**

**MARSHALL
FERNANDEZ**
\$116,535 NET ALP



**VETERAN
PRODUCER**

DINA BOGHDADY
\$154,593 NET ALP



SA

SEAN TAYLOR
\$157,722 1ST SIX MONTHS



GA

**LUIS BARBARESCO
GARCIA**
\$244,782 1ST SIX MONTHS



**MGA
CATEGORY II**

ARIF HAJRO
410.0% GROWTH



**MGA
CATEGORY I**

ENO IFTIU
410.1% GROWTH



**RGA
CATEGORY IV**

MARK DUSHAJ
2406.4% GROWTH



**RGA
CATEGORY III**

ENO IFTIU
399.7% GROWTH



**PR REP
CATEGORY I**

DAVID SCALISI
3,092 CARDS



**SGA
CATEGORY IV**

PHILIP PRATA
150.7% OBJECTIVE



**SGA
CATEGORY IV**

JOSH WEST
150.6% OBJECTIVE